



# CAREER OPPORTUNITY

**ProKontrol** is the largest distributor of heating, ventilation, air conditioning and refrigeration controls (HVACR) for commercial buildings in Canada. We distribute all major brands of **HVAC controls** under one roof.

**More than a Supplier...A Solution!** In addition to products from our counter, we also offer retrofit services, start-up services, telephone and on-site technical support, engineering design, panel assembly, technical drawings/wiring diagram and software programming. For over 35 years, **ProKontrol** has been showing consistent growth with locations in Laval, Longueuil, Quebec, Toronto, Halifax and our location for combustion. We are looking to fill the following position in a new location in Ottawa opening in February 2023:

## External Sales Representative

Interested in a career with the **ProKontrol** team? Please send your resume to: [cv@Prokontrol.com](mailto:cv@Prokontrol.com)

### Main Responsibilities

- Develop business opportunities in its territory
- Evaluate the potential of existing and new customers
- Collaborate with the management team to establish sales objectives and development plan
- Prepare and lead customer presentations (engineering firms, contractors, etc.)
- Meet with customers and evaluate their needs
- Estimate projects (equipment, Pro Kontrol's services, subcontractors) according to the specifications and invitation for tenders
- Prepare and/or review quotes, as required
- Present quotes to the customer
- Make various follow-ups (quotes, project kick-off, completion, satisfaction)
- Inform customers on new products and new service offerings
- Ensure project profitability
- Document the actions taken towards the customer and update the information in the CRM
- Keep up to date in learning about new products and technology
- Participate in company training
- Participate in Trade Shows and follow up on leads

### Requirements

- College Diploma in Building Systems, Automation, or a related field
- Minimum 5 years' experience in HVAC
- Experience in technical sales
- Good knowledge of the current office software (Word, Excel, Teams, Salesforce, etc.)
- Bilingual

### Competencies

- Project a confident and professional image
- Build Strategic Partnerships
- Initiative
- Strong team player
- Leadership
- Be motivated by the achievement of sales objectives
- Ability to propose solutions

### We Offer

- Competitive Salary
- Full Benefits Plan
- Parking, Kitchen, and Complimentary Hot Beverages
- Opportunity to grow within the company
- Personalized Training to all
- BBQ & Other Festivities

## Permanent • Full Time • Based in Ottawa

**You're part of the solution!** Please send your resume to: [cv@Prokontrol.com](mailto:cv@Prokontrol.com)

1155 Lola Street, Unit 6, Ottawa (Ontario)  
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