



Job Title: Sales Representative
Department: Automated Technologies
Location: Alexandria, MN

Position Summary:

The Sales Representative is responsible for providing support, estimates, and sales to new and existing customers.

Essential Job Functions:

- Provide Building Automation sales from southwestern to northwestern Minnesota
- Master the art of negotiating
- Provide sales to meet the end of year goals
- Present sales proposals and presentations in a professional, accurate and compelling manner
- Commit to value selling by providing financial analysis, showing increased building reliability, efficiency, and improved tenant comfort
- Utilize provided sales tools to plan and document sales progress for all opportunities
- Builds partnering relationships with the owner or owner representatives
- Willingly participate in trade shows and engineering lunch and learns
- Some travel is required
- Other duties as required

Qualifications:

- Previous Building Automation or HVAC preferred
- Prior sales not required, but preferred
- Dedicated to learning Automated Logic's industry-leading software WebCTRL
- Travel would be required
- Strong negotiating skills