



JOB TITLE: CONSTRUCTION SALES ENGINEER
DEPARTMENT: SALES

COMPANY INFORMATION:

Established in 1986, ATS is the leading provider of energy management services, automated control systems, critical airflow solutions and building systems integration. We aim to be the market leader in excellence in Building Technologies by providing preferred and best in class people, engineered solutions, service support and products.

Headquartered in Renton, WA with a local management and ownership team and 14+ offices across the Western and Eastern US, we support complex projects across the country and abroad. Our team of over 200 are dedicated to continuous growth and doing what's right for the customer. We seek out candidates who are curious and eager to learn, possess excellent communication skills and who bring a strong work ethic.

We provide an extensive training program to our new hires and seek out candidates from diverse backgrounds who are interested in joining a committed team. We have tremendous tenure at ATS and our employees find a career and an investment in their long-term success here.

JOB SUMMARY:

Develops long-term business to business relationships with ATS Automation customers through the following activities: Provide consulting support to Architects, engineers, contractors and owners for building control and Mechanical Systems. Estimate control system hardware and installation costs based on project plans, specifications, and other contract documents. Interface with ATS engineers and technicians to ensure successful project implementation. Provide industry presentations and seminars to educate and influence the consulting, contracting and building engineering community. Direct project financial responsibility is also important in the sales engineering position. Our customer base includes but is not limited to; data centers, hospital and healthcare facilities, government buildings, school districts, and higher education buildings.

DUTIES AND RESPONSIBILITIES:

- Sell plan and specification and negotiated projects
 - New construction
 - Building retrofits
 - Building additions
 - Energy services projects
 - A and E firm consulting support
 - Contracting and bid support
 - Estimating and design support
 - Conduct presentations and seminars

SKILLS AND ABILITIES:

- Exceptional writing and presentation skills
- Excellent time management and organizational skills
- Collaborative communications and interactive skills
- Ability to work independently and unsupervised



WORK ENVIRONMENT AND PHYSICAL DEMANDS:

This position involves working in an office environment with extensive use of keyboard, monitor, mouse, and other peripheral office equipment. Occasional lifting of office supplies or other items (up to 25-lbs) may be required.

POSITION TYPE AND HOURS:

- Full-time, exempt
 - Typical Monday – Friday working hours with flexibility as needed
 - Local travel required with limited out-of-state travel
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CREDENTIALS AND EXPERIENCE:

- Engineering undergraduate degree or equivalent combination of education and experience
 - Building and/or Mechanical systems experience
 - Professional business to business sales experience
 - Knowledge of DDC Control Theory & Applications and Mechanical systems
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ATS is an equal opportunity employer and we are committed to complying with all federal, state, and local laws providing equal employment opportunities. When making hiring and employment decisions, we do not discriminate based on race, color, national origin, ancestry, religion, sex, gender identity, sexual orientation, marital status, pregnancy, age, military service, military or veteran status, physical or mental disability, medical condition as defined under state and federal law, or any other legally protected category. All such discrimination is strictly prohibited.

The above job description may not cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee. Duties, responsibilities and activities may change, or new ones may be assigned at any time with or without notice.
