



## Automated Controls

Outside Sales Engineer (Building Automation, HVAC & DDC Control Systems)

Posting #: H19-006

Automated Controls is a leader in the Pacific Northwest for open-protocol and custom developed Building Automation and Industrial Control systems. We thrive in a casual but dynamic work environment where employees explore the possibilities above and beyond a job description. We are seeking a motivated and experienced sales engineer familiar with DDC control systems to join our Commercial HVAC sales team.

In this position your duties will entail:

- Develop new and expand existing client relationships
- Develop and review proposals in concert with engineering and systems integrators
- Develop estimates to meet the requirements of client RFPs
- Participate in calls or meetings with clients to fully understand the scope of work required
- Accurately predicting labor & materials to perform the project and maintain profit margin
- Assist in the generation of project scope and cost documents, including RFIs, RFCs, etc.

### Qualifications

- 1-5+ years experience developing sales estimates for building automation clients
- Understanding of HVAC systems and direct digital control system (DDC) architecture, including BACnet, Lonworks, pneumatics. Exceptional candidates will have experience with the Johnson Controls Metasys product line.
- Exceptional candidates will have experience with energy efficiency and LEED projects
- Knowledge of electrical and mechanical design standards
- Strong written and oral communication skills
- Ability to prioritize and multitask
- Exceptional candidates will be outgoing and highly personable
- Proficient with the Microsoft Office suite of applications, including Outlook, Word, and Excel

### Benefits

- Paid Time Off
- 401(k) and Profit Sharing
- Medical, Dental, Vision
- Monthly Company Events

Email your cover letter and resume to [careers@automatedbcs.com](mailto:careers@automatedbcs.com). Include the posting # in the subject line of your email.