



May 13, 2024

## **Outside Sales Engineer- Albany, NY**

This is a key position in our firm with duties including but not limited to the following:

- Customer facing outside sales for all products represented by Engineered Building Systems in a given territory.
- Selling to Mechanical Engineering firms, Mechanical Contractors, and Building Owners
- Selection & Pricing of HVAC equipment
- Work with a team of inside project engineers and operations support
- Preparation of quotes/proposals
- Preparation of submittals
- Assist with Order entry as required
- Customer focused and customer oriented individual

Training will be ongoing and is required to succeed. EBS will provide both informal and formal training.

**Qualifications:** 5+ years sales experience, knowledge of Commercial Heating and Air Conditioning Systems, Bachelor's degree in a related field, experience in Microsoft Office, AutoCAD a plus but not necessary

**About Engineered Building Systems:** EBS is a manufacturer's representative specializing in the design and application of HVAC systems for commercial and industrial buildings. Whether renovating an existing building or beginning a new construction project, EBS is the source for engineers, contractors and building owners to turn to for professional assistance. EBS is able to provide a complete "engineered building system" for hospitals, universities, office buildings, distribution warehouses, and many other commercial and industrial facilities. EBS currently operates ten offices across Pennsylvania, New York, Vermont, and West Virginia.

### **Other information:**

- This is an uncapped commission based position
- Location: Albany, NY
- Travel limited to territory coverage area
- Training may be off-site at various manufacturer locations
- Benefits: Paid vacation and sick time, health insurance paid for and provided by EBS, dental and vision insurance available as employee contribution, 401k contribution
- Must be authorized to work in the United States
- Please visit us at [www.ebshvac.com](http://www.ebshvac.com)

**Contact:** Please send resumes to Samantha Martin at [careers@ebshvac.com](mailto:careers@ebshvac.com)