

## Building Automation Account Manager

Northland Mechanical is now hiring a Building Automation Account Manager for our Commercial Building Automation division. This position requires meeting and discussing projects with engineers and customers. Candidate will have a confirmed working history that demonstrates excellent analytical, organizational, and problem-solving aptitude. You will identify, develop, and gain new client business opportunities as well as close sales leads from existing customers.

### Requirements

- Assist in creation of sequences of operation for improved energy efficiency of HVAC equipment and building automation systems.
- Create automation scopes of work and cost estimates with minimal supervision.
- Analyze the performance of mechanical, electrical, and control systems and recommend changes to improve functionality and/or energy efficiency installation or reprogramming and existing energy management system.
- Prepare sales quotes with scope for the project that meet the need and level of control for given systems.
- Deliver solutions with first-time quality while maintaining high levels of internal and external client satisfaction.
- Assist lead engineers with support for design budgets and deadlines.
- Ability to estimate turnkey solutions for the installation of building automation controls strategy to meet customer objectives.
- Assist in decision-making support for sales, engineering, and project management functions.
- Stay abreast of new technological developments/releases and apply to projects and processes.
- Prepare automation bid package submittals.
- Provide status and progress reports to project team and management.
- Identify and develop necessary technical documentation to assist in streamlining the design of Building Automation Systems for customers.
- Assist clients and team members with any BAS operations, software, networking problems as required.

### Skills & Abilities

- Good understanding and technical knowledge of HVAC equipment and systems
- Good understanding and technical knowledge of building automation systems
- Organizational skills including, but not limited to, the ability to handle multiple demands and assignments, the ability to prioritize tasks effectively and efficiently
- Good knowledge in Microsoft Office programs including but not limited to, Word, Excel, Outlook, PowerPoint
- Good verbal and written communication skills including, but not limited to, listening effectively, and soliciting input from others
- Knowledge of industry codes and standards: ASHRAE, NEC, NFPA, UL, etc.

## **Education**

- Four (4) year college, (2) year technical degree required, or equivalent work experience
- Training on Siemens Automation Systems a plus

## **Experience**

- 2 plus years of sales related work experience required in building automation/controls
- 2 plus years of field or technical related work experience in building automation/controls
- Working knowledge of BAS platforms
- Working experience with other building automation vendors (Johnson Controls, Honeywell, Allerton, Automated Logic, etc. Tridium) highly preferred.

## **Benefits**

- 401(k)
- Health insurance
- Paid time off