

Sales Account Executive



640 25th Ave. North
Wisconsin Rapids, WI 54495

Main Office 715-887-4400
www.complete-control.com

Complete Control, Inc. is accepting applications for an experienced **Sales Account Executive** to join our team. The **Sales Account Executive** is responsible for growing sales volume and meeting set sales goals and objectives. Existing customer base includes: Health Care centers, K-12 schools, Colleges, Government facilities, Industrial, Commercial.

Responsibilities:

- Identify new market opportunities and solicit new customers
- Develop and maintain a loyal customer base
- Identify customer needs, generate quotes, and close orders
- Estimate, budget, and sell
 - Negotiated, design/ build projects
 - Plan & Spec projects
 - Service contracts
 - Materials
- Collect, organize and assemble data for reports, presentations, and special projects
- Work with other sales representatives and managers
- Assist trades (in an advisory role), as required
- Attend and present at tradeshow
- Participate in professional organizations

Skills and Qualifications:

- Knowledge in Energy Conservation Management, Building Automation Controls, Direct Digital Controls, and HVAC are highly desired.
- Skilled in persuasive interpersonal, written and verbal communications with the ability to manage time effectively and organize/prioritize tasks and projects.
- Must be a motivated seller, proactive problem-solver, and confident negotiator.
- Experienced in cultivating and maintaining long term relationships and pursuing new sales prospects.

Education/Experience:

- Must have a minimum of 5 years sales experience, commercial HVAC, or Temperature Controls
- Bachelor's Degree in Engineering. An equivalent combination of education and experience will also be considered
- Certified Energy Manager and / or LEED Certification is a plus
- Past experience as a controls technician, engineer, or project manager is a plus
- Working knowledge of Windows and Microsoft products

Benefits Offered:

- Paid Vacation, Sick Leave and Holidays
- Health Insurance
- 401 K
- Company vehicle, laptop, and phone

Please send resumes to
HR@complete-control.com
or mail to:

Complete Control, Inc.

640 25th Avenue North
Wisconsin Rapids, WI 54495
Attn: Human Resources