

Business Development/Sales Account Executive



640 25th Ave. North
Wisconsin Rapids, WI 54495

Main Office 715-318-0808
www.complete-control.com

Complete Control, Inc. is accepting applications for an experienced **Business Development/ Sales Account Executive** to join our team. The position 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
- 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
- Meet with outside engineers and consultants to work on projects
- Initial building owner consultations

Skills and Qualifications:

- Knowledge in Energy Conservation Management, Building Automation Controls, Direct Digital Controls, and HVAC is 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:

- Work experience in sales, commercial HVAC, temperature controls, engineering or project management is a plus.
- Working knowledge of Windows and Microsoft products

Benefits Offered:

- PTO and Holidays
- Health Dental and Vision Insurance
- 401K
- Company vehicle, laptop, and phone

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

Complete Control, Inc.

640 25th Avenue North
Wisconsin Rapids, WI 54495
ATTN: HR Department