

2022

Job Description:

Sales Engineer

Company Description:

Ice Air is a supplier of specialized HVAC equipment based in Mt. Vernon, New York. Over the last several years, Ice Air has developed innovative products that meet the environmental challenges of eliminating the need for fossil fuel sources to provide heating, cooling, domestic hot water and central water loop systems.

Position Objective:

Assist company growth by identifying project requirements and providing specification data and technical support to the design community. Introduce Ice Air's pipeline of innovative "electrified" products by working with existing Ice Air customers and targeted mechanical engineering firms and equipment specifiers. The individual would be responsible for providing specification and selection data on a project-by-project basis as well as assisting with takeoffs and quotations from those selections.

Responsibilities:

(Includes, but not limited to)

- Interfacing, informing and educating the specifying community (i.e. Engineers, architects, energy consulting firms and mechanical contractors)
 - Provide necessary technical data for mechanical schedules, building plans and performance specifications
 - Provide unit selections based on operating conditions
 - Establish open communication with project specifiers in order to become preferred equipment provider during design phase

- Product Design
 - Assist management and engineering team during new product development and design phase
 - Analyze and evaluate products for performance and maintenance improvements
 - Make recommendations based on current market feedback and industry standards
 - Keep current with local, regional and federal code requirements
 - Assess market trends and industry transitions to keep product line innovative and solutions based

- **Manufacturer Rep Support**
 - Provide unit selections and assist with engineering specifications
 - Assist with analyzing plans and equipment schedules
 - Support design build engineers and mechanical contractors in multiple markets
 - Develop representative's staff by providing technical information and training
 - Train manufacturer rep staff in preparing equipment takeoffs and quote based on the technical requirements and selections.

- **Technical Marketing Support**
 - Analyze and keep current existing technical documentation and support material
 - Website data support
 - Work with marketing department to create O & M manual, technical guides and residual support materials

Qualifications/Requirements:

- Bachelor's Degree in Mechanical Engineering (Thermal Dynamics a plus)
- Knowledge and background in HVAC systems, operations and functions
 - Familiarity with construction and building applications, a plus
 - HVAC equipment selection software knowledge, a plus
 - AutoCad and Solidworks experience, a plus

Skills:

- Hardworking and responsible
- Ability to track long-term progress and follow through
- Excellent customer service and ability to resolve customer issues
- Good organizer with problem solving capabilities
- Ability to sell to customer needs and present technical information
- Presentation, verbal communication and computer skills
- Show initiative and have good attitude
- Must be able to work well with others
- Ambition a must

Compensation will be dependent on candidate's experience.

Interested candidates please contact: Tom Glass - Director of Sales and Marketing

E: recruiting@ice-air.com

D: 914 - 468 – 7666

Website: www.ice-air.com