



JOB TITLE: BUILDING PERFORMANCE SALES ENGINEER
DEPARTMENT: ENERGY

JOB SUMMARY:

An ATS Building Performance Sales Engineer (BPSE) grows and expands long-term business to business relationships with existing ATS clients and cultivates business relationships with new clients. The BPSE strategically markets and sells our energy solutions and smart building technologies to clients in the public and private markets within Washington State. The BPSE is responsible for strategic account planning and coordinating activities in collaboration with internal company sales teams and external company partners.

The ideal candidate has direct to owner facilities sales experience, ability to develop new sales opportunities within a targeted market, and the ability to work within a team environment and independently. A background in engineering, energy efficiency and sustainability, or direct to owner sales is required for this position. This is an exempt position.

DUTIES AND RESPONSIBILITIES:

OWNER DIRECT SALES

- Develop and cultivate client relationships
 - Develop and sell controls, energy, lighting, mechanical, etc. projects direct to owner
 - Strategic account planning
 - Internal and external project coordination with operational and sales teams
 - Estimating and design support
 - Proposal development
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SKILLS AND ABILITIES:

- Ability to cultivate existing and new clients relationships
 - Strong verbal and written communication skills
 - Ability to work in a team environment
 - Ability to work independently and unsupervised
 - Strong interactive, oral, and written communication skills
 - Well organized, with the ability to multi-task across numerous projects
 - Strong writing and presentation skills
 - Strong time management and organizational skills
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EDUCATION AND EXPERIENCE REQUIREMENTS:

- A degree in engineering, business, sustainability, or a comparable field of study
- At least 5 years of relevant practical experience in sales, engineering, or energy efficiency roles
- U.S. Citizenship or U.S. Permanent Resident Status Required



EDUCATION AND EXPERICE PREFERED:

- Master's degree in business, engineering, or sustainability
- Energy Efficiency technical or sales certification
- Building Mechanical systems experience
- Understanding of building energy management systems
- Lighting and lighting controls experience