

O'Dell HVAC Group is a well-established heating, ventilating, and air conditioning (HVAC) equipment representative that works across Ontario with engineers, building owners, mechanical and sheet metal contractors in both commercial and industrial settings.

Core Focus, Vision & Culture:

At O'Dell HVAC Group our purpose and passion is to build trusted relationships and deliver value focused HVAC solutions.

Our vision is to become the premier HVAC solutions provider across Canada by shaping the industry through innovative solutions and a customer-first approach.

Our success is fueled by our people. We offer our employees a work environment that reflects our core values and motivates employees to be their best. We want to mentor and train our employees to help their career growth and we have a family atmosphere that is supportive and centered around teamwork and collaboration.

Our commitment to Diversity, Equity, and Inclusion:

We embrace diversity, equity, and inclusion and know that it drives innovation and better positions us for success in the future.

What you'll be doing:

The Contractor Sales position is primarily responsible for the sale of products and equipment to contractors assigned to the project. This position is also responsible for developing and maintaining customer, contractor and vendor relationships. This role involves dealing with high level accounts.

- Provide input on quotes/bids for projects regarding equipment design and selection
- Provide detailed evaluations of competitive products to communicate value of O'Dell product solutions to all stakeholders
- Hunt for new business opportunities
- Assist with troubleshooting on any issues arising with mechanical equipment
- Coordinate with Technical Support Team as required
- Assist design build contractors with the project design and act as a point of contact for any issues that may arise
- Complete required product training to remain up to date and informed on newest technologies
- Training new Sales employees, and facilitating internal training sessions for colleagues as required
- Participate in networking and business development opportunities, including lunches with clients, charity events, and society events.
- Provide presentations to customers on new products
- Perform ongoing project site visits
- Connect with new and prospective customers to build relationships and provide information about new products and technology
- Collaborate with Project Managers and Estimators on product selection, pricing and take-offs
- Other duties as assigned.

Who you are:

- Minimum two (2) years experience in a contractor sales based role within HVAC market
- Ability to read construction drawings and perform accurate take-offs and pricing
- Expertise in sales techniques, combined with strong customer service skills
- Valid G driver's license and own reliable vehicle
- Strong written and verbal communication
- Experience with quoting or project management, with the ability to manage multiple projects ongoing at once
- Experience with HVAC selection software
- Working knowledge of The Ontario Building Code and associated ASHRAE Standards
- High level of skill in Microsoft Office (Word, Excel, Outlook, Teams), and proficiency with CRM software (NetSuite) is an asset

Why work at O'Dell HVAC Group:

- Competitive wages based on experience
- Commission program
- Complete Benefits package
- RRSP employee contribution plan
- Company sponsored professional affiliations (OACETT, CPSA, ASHRAE etc.)
- Professional development: we strongly value training & development and career growth opportunities for our employees
- Summer Fridays -in the summer we take Friday afternoons off!
- We do a paid company-wide shutdown during the holiday season to enjoy extra time off
- Hybrid work – we offer a flexible work environment that allows you to work both in the office and at home

Accommodation

Your accessibility is important to us. In accordance with AODA and the Ontario Human Rights Code, O'Dell HVAC Group will provide accommodations to applicants with disabilities throughout the entire recruitment process. Please inform us of the nature of any accommodation(s) that you may require.

To apply: please apply online on our website: <https://odellhvac.bamboohr.com/careers/122>