



Allen&Hoshall

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MECHANICAL ENGINEER

Position available for a Mechanical Engineer in our Memphis, TN office. Position requires a minimum of a Bachelor of Science degree and 1-5 years of engineering experience. EI certification is preferred. Candidate shall be familiar with standard design software such as AutoCAD and Revit as well as possess strong technical and design calculation skills. Responsibilities include design, production, construction administration, and marketing.

MECHANICAL TECHNICIAN / DRAFTSMAN

Position available for a Mechanical Technician / Draftsman in our Memphis, TN office. Position requires a minimum of five (5) years relevant experience. Applicant shall have demonstrated experience using Revit; ability to develop duct and piping layouts based upon information furnished by the engineer; basic knowledge and understanding of various HVAC systems currently utilized within buildings; a strong work ethic; and ability to work within a team of professionals.



Job Title: Sales Engineer

Reports To: Director of Sales & Marketing

FLSA Status: Exempt

Summary:

The Sales Engineer is responsible for the technical sales of HVAC system related solutions to consulting engineers, mechanical contractors, architects, and building owners. The Sales Engineer will act as a consultant to these customers and will assist with the design, application and development of heating and ventilation systems for their projects. The Sales Engineer should cultivate long-term customer relationships and maximize account penetration and customer retention through consultation by developing solutions for the customer's projects, including economic and performance-based considerations.

Responsibilities:

- Establish and maintain long-term customer relationships/partnerships with assigned accounts.
- Promote Gorham/Schaffler's value proposition to construction community by providing economic and technical solutions.
- Apply creativity, innovation and resourcefulness in a value-added sales approach rooted in solid business ethics.
- Work with specifying engineers, building owners and design-build contractors to specify the products represented
- Create new business through organized prospecting and increase Gorham/Schaffler's share of business from assigned accounts.
- Conduct sales, design, and application presentations to key decision makers
- Actively listen, probe and identify concerns of key stakeholders within decision-making process.
- Address operational & environmental objectives, needs and requirements of company's customer base.
- Recommend solutions and link value of owner experience to customer objectives.
- Demonstrate technical and business expertise and maintain a high level of credibility.
- Provide and/or coordinate technical and product training to customers.
- Create competitive, high quality and timely estimates, proposals, and cost/benefit analysis.
- Effectively write and present technical sales proposals.
- Manage high sales activity throughout sales process and maintain robust pipeline.
- Participate in final project inspection. Ensures that the customer is trained and oriented to system operation and the value of services delivered.
- Ensure customer satisfaction by investigating concerns, implementing corrective action and communicating with customers and staff as needed.

- Continually enhance sales skills and product knowledge in order to promote a professional image.
- Develop and maintain a network of engineering and construction industry contacts.
- Participate in local and regional trade organizations and trade shows.
- Other duties as assigned/needed.

Qualifications

- Minimum 2 years of HVAC, Refrigeration, Building Automation Experience, or proven technical sales
- Undergraduate degree in Mechanical Engineering or a similar technical discipline preferred, but not required
- Solid understanding of HVAC principles preferred, but not required
- Strong presentation skills
- Strong aptitude for mechanical systems.
- Exceptional initiative and interpersonal communications skills
- Demonstrated ability to influence the market at key levels
- Proficient with a PC and Microsoft Office applications

Working Conditions and Physical Requirements:

- Normal office environment
- Moderate lifting may be required to move equipment, files and supplies
- Limited Travel
- Flexibility to work overtime/weekends, as required
- Occasional work in outside weather conditions

Gorham/Schaffler Inc. is a diverse and inclusive environment. We are an equal opportunity employer, All qualified applicants will receive consideration for employment without regard to sex, race, color, religion, national origin, age, marital status, political affiliation or sexual orientation, disability or United States qualified protected veterans.