

## Job Description

### Business Development Manager, Energy Solutions & Services

Updated June 6, 2011

#### **Job Summary**

**Candidate:** TBD  
**Direct supervisor:** Executive Vice-President of Sales

Under the supervision of the Executive Vice-President of Sales, and in collaboration with the sales and marketing teams, the selected candidate will be responsible for sales development and management of clients in the Energy Retrofit and HVAC Modernization markets for North America. The candidate will focus on the buildings market so as to increase sales of the Distech Controls products.

#### **Main Duties**

- Development of the Energy Services (Energy Retrofit and HVAC Modernization) market for Distech Controls products and services through direct marketing and prospecting of Buildings clients and collaboration with the Distech Sales Channel and Regional Sales Managers
- Develop the Distech Controls Energy Services Group to deliver a bundle of services around Energy Retrofit and HVAC Modernization (including Energy Performance Contracts) to customers in the defined market
- Ensure follow up with new and existing customers to maintain a high level of satisfaction with the Distech Controls' products and services
- Identify ways to improve customer satisfaction through a deliver of innovative solutions and services.

#### **Qualifications**

- Hold a 4 year University degree – BA or BS
- Minimum of 10 years of experience in sales with 2 years of successful National Account Sales experience in a Building Environment related products and services (HVAC and Energy Services)
- Highly experienced at selling to the C level executive.
- Extensive contacts in the Energy Retrofit and HVAC Modernization market space
- Must be fluent (spoken and written) in English.
- Must be available for frequent traveling

***Compensation (See Offer Letter)***

- Base salary and Bonus
- Health, Life and Disability Insurance