



602 ROSEDALE CRESCENT BURLINGTON, ONTARIO, L7N 2T1
OFFICE: 289-337-3656 CELL: 416-558-9832 FAX: 647-438-0453
EMAIL: BILL@MCNAMEELAMB.COM

POSITION TITLE: SALES & MARKETING MANAGER – HVAC ENVIRONMENT & CLEAN ENERGY SOLUTIONS

JOB CATEGORY: TECHNICAL SALES / MARKETING

INDUSTRY: HVAC / REFRIGERATION / SOLAR ENERGY

LOCATION: CONCORD, ONTARIO

DATE: April 23, 2009

EXPERIENCE: In order to be **COMPETITIVE** for this position, you must have:

- Proven Technical Sales & Marketing results with exceptionally strong communication skills
- Sound knowledge and understanding with 5+ years of experience in HVAC/PTAC sales/marketing environment along with familiarity of industry quality standards and practices
- Track record of success in a competitive technical environment
- Ability to be hands on while always thinking strategically
- Ability to build relationships, earn trust and confidence of customers
- Demonstrated experience in achieving consistent, solid financial and technical sales results
- Strong personal computer skills including Microsoft Office and ideally, familiar with SAP

POSITION DESCRIPTION:

Our client offers high quality Consumer and Industrial Product Solutions to today's demanding markets. Ranging from Colour TVs, DVD Players and Home Appliances; the company's products have brought dramatic new levels of comfort, convenience and utility to families and businesses throughout the world. Our Client's North American Group also market an extensive line of commercial products geared for industrial or business use. These include LCD Projectors, Transcribing Equipment, Security Video Systems and **Heating and Air Conditioning Equipment and Solar Photovoltaic Panels**. In addition, they are a producer of Rechargeable Batteries and Large-Scale Absorption Chillers and Heaters installed in buildings throughout



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North America. Rounding out their North America Group product offerings are some of today's most advanced Semiconductors as well as sophisticated Biomedical Freezers, Incubators and Centrifuges.

THE MANDATE:

Reporting to the President, you are a results oriented individual that has a proven track record in achieving top and bottom line results on a national level within the HVAC/PTAC industry. An effective communicator, you are comfortable working in a cross functional North American team. *This exciting career growth opportunity also awards the successful candidate the opportunity to sell the "best in industry" Solar products in a GROWTH INDUSTRY as a total solution provider to end users with a "pull through" sales approach with distributors. Higher sales results will be recognized with higher rewards!*

RESPONSIBILITIES:

The Sales & Marketing Manager, HVAC will:

- Achieve or exceed sales budgets through existing and new distribution for ECO-i and commercial ductless products in Canada and assisting Marketing with the launch of new business.
- Develop new distribution channels for ECO-i products.
- Work with existing HVAC distributors in Canada where possible to enhance distribution of ECO-i and commercial ductless products in Canada to evaluate new potential distribution.
- Prepare product proposals for various tenders, RFP's for ECO-i and commercial ductless product.
- Keep abreast of competition by maintaining relationships with key industry personnel.
- Plan and promote products at various industry trade shows in Canada that focus on ECO-i and commercial ductless and other Air Conditioning products and services.
- Prepare and deliver PowerPoint presentations on ECO-i and commercial ductless products to engineering community.

SALARY RANGE:

- Base salary plus commission and car allowance and mileage.
- Extensive Travel will be required.

EDUCATION:



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- University Degree or College Diploma in Mechanical Engineering or Refrigeration/HVAC and results oriented technical sales experience.

EMPLOYEE TYPE: Permanent, Full-time

REQUIRED TRAVEL: Yes

RELOCATION COVERED: No

CONTACT: Bill McNamee-Lamb, Managing Director

HOW TO APPLY: Apply on Monster or e-mail your resume to bill@mcnameelamb.com