

Category: Sales/Marketing
Mallory & Evans Service

Company: 620 Kentucky Street
Atlanta, Georgia 30079
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Location: Applicants must be authorized to work in US
Applicants must be willing to travel

Type: Permanent

Specialty: Commercial,Industrial,Institutional

Min. Yrs. experience: 10 to 15 Years

Education: BA

Certs Preferred: Degree: Mechanical Engineering

Salary Range:

Company Information:

Mallory & Evans is one of the largest and most successful full-service mechanical contractors in Atlanta, Georgia. For more than 50 years, we have been the recognized leader in providing a level of performance excellence and responsiveness that is unparalleled in Georgia.

Mallory & Evans has engineered, installed, and serviced thousands of commercial and industrial mechanical systems, with particular emphasis on complex, mission-critical facilities. Our primary customers are manufacturing plants, hospitals, data centers, large office buildings, museums, colleges and universities. Our customers include global corporations with a presence in Atlanta as well as some of the most recognizable office buildings and museums in the city.

Mallory & Evans' employees are skilled in the areas of engineering, estimating, project management, pipefitting, sheet metal fabrication, service, and building automation and controls. We also have our own pipe & sheet metal fabrication shops.

Check out our: [capability video](#).

Job Description:

This immediate opportunity seeks a candidate that will become the next generation of leadership with Mallory & Evans. We are seeking an energetic, ambitious professional with the desire to be developed for future company ownership.

As a Sales Engineer, you will identify, promote and sell HVAC service agreements and **retrofit** solutions to commercial and industrial clients. We are interested in a seasoned professional with **system** knowledge, technical aptitude, and demonstrated field experience.

This professional will spend their day working directly with building owners and property managers in the greater Atlanta Metro area, nurturing relationships and presenting cutting edge HVAC solutions. They will also manage in-place service agreements with existing relationships.

Responsibilities:

- Sell HVAC retrofit/replacement projects to owners of large existing commercial, industrial, institutional buildings.
- Prospect, network, and leverage existing customer base to identify project sales opportunities.
- Utilize system knowledge and technical skills to troubleshoot and propose solutions for complex system issues.
- Utilize system knowledge to identify and propose energy and other cost reduction strategies.
- Convert project opportunities into sales. Identify the decision maker within the customer's organization, qualify the customer's ability to buy, develop a plan to win the business, and close the sale.

Requirements:

- 10 to 15 years of industry related experience
- Mechanical Engineer degree or extensive field experience required.