



About Us

CASCADE HYDRO-AIR was established in 1978 and became what is now referred to as a Siemens TALON Dealer in 1980. Headquartered in Portland, the company is licensed in Washington and Oregon and covers both states with previous projects. Our staff has decades of experience in providing, installing, programming and HVAC direct digital control systems. With LEED® AP staff and work on multiple LEED® projects, we are very familiar with the requirements of modern sustainability. Finally, much of our work has been retrofits of existing buildings. We are building system integration specialists—if the existing or added components are LONworks, BACnet and/or Modbus compatible, we can integrate them all into one web enabled, open protocol platform. This allows buildings owners the ability to monitor and control a wide range of devices from a common user view on a PC or any of a variety of wireless Internet interfaces, such as Wi-Fi laptops, PDAs, cell phones and email.

Our success as an organization is dependent on our empowered team. We provide opportunity to our employees in a variety of industries to gain a depth and breadth of experience, embrace talent with new ideas and are committed to a culture of work and life balance.

Job Details

Job Title: Sales Engineer

Number of Openings: 1

Job Type: Full-time

Minimum Level of Education: Engineering Degree or Technical Diploma

Years of Related Experience: 3 years minimum

Location: Portland, Oregon or Seattle Washington. Willing to cover Oregon and Washington state. Location can be flexible. Must be willing to relocate and be eligible to work in the United States.

Application Deadline: Until filled

Compensation: Competitive base, health benefits, + Commission

Position Summary

ONEC is searching for a Sales Engineer for our US based subsidiary Cascade Hydro-Air. This will be a unique and exciting opportunity for the person with the right mindset for growth and is willing to pursue the abundant opportunities in the Portland and Seattle markets. This opportunity will be incredibly empowering, provide freedom and flexibility along with the potential for strong financial upside and potential career advancement.

The range of ideal candidates is very broad however some key attributes include:

- A strong passion for a wide range of projects
- A strong influencer and understands selling is service
- Entrepreneurial minded and knows intuitively how to blend persistence and patience
- Believes hard work and winning work should be properly compensated
- Ability to work with operationally minded individuals to ensure the promises made are promises kept.

The Sales Engineer will manage business development activities for the company, driving sales activities and the acquisition of new business. The position is also responsible for managing key existing accounts, maintaining a long-term relationship with accounts and maximizing sales opportunities within them.

Other responsibilities include:

- Responsible for heading up the company's expansion in new markets as well as continued expansion among existing clients.
- Responsible for managing several accounts and often being the face of the company to many clients.
- Build new business relationships using existing industry contacts.
- Coordinate the involvement of company personnel, including management, engineering, and construction with clients' expectation.
- Drive peak performance and sales success across the organization by giving sales presentation to high-level client executives.
- Be instrumental in devising and implementing the strategy for meeting sales performance targets.
- Drive increased revenue and profit to achieve the Company's ambitious growth by providing solution-based efforts that best address client needs, while coordinating the involvement of all necessary company personnel.
- Play an integral role in new business pitches and hold responsibility for the effective on-boarding of new clients.
- Act as the key interface between the client and all relevant divisions.
- Manage employer's client relationships and provide clients with excellent service and support.
- Ensure that the management is aware with all competitive activities within accounts and preventing attrition.

Our Ideal Candidate

- 3-5 years plus years of experience as a Business Development Rep, Sales Manager or Branch Manager.
- An Engineering Degree or Technical Diploma is required with a strong knowledge of HVAC systems.
- Formal Sales training is an asset. However, in absence of formal training an aptitude to learn and be coached will be a greater asset.
- Excellent written and verbal communication skills.
- Able to effectively communicate both verbally and in writing with all levels of the organization, including executives.
- Proven business development manager who is used to working to targets.
- Proven track record in sales, business development and winning new business.
- Proven track record of increasing revenue through generation of leads.

- Excellent negotiation skills, proven track record of successfully pitching for new business.
- An understanding of the challenges facing the industry at present and illustrate knowledge of the operational attention to detail that will be required to succeed within the industry.
- Strong account management and relationship building skills.

Application Instructions

ONEC is an equal opportunity employer. Positions are filled by means of open competition where the selection is based on job-related skills, training, experience and suitability. Final candidates will be asked to provide references; the results of the reference check must be acceptable to ONEC.

We thank all applicants in advance; however, only individuals selected for interviews will be contacted.

Resumes accepted at hr@onecgroup.com Applicants may call Chris Skerik at 949-308-1651 to discuss the opportunity if desired.