Your Source for Boiler & Burner Systems

Outside Technical Sales Representative

Position Overview

Energy Control is seeking an Outside Technical Sales Representative to develop and grow commercial and industrial opportunities throughout Northern Ohio for boiler, burner, steam, hot-water, and related mechanical equipment solutions.

This is a relationship-driven, technical sales position for someone who enjoys working with engineers, contractors, facility owners, and plant personnel to develop solutions and take projects from initial concept through final sale. Previous boiler industry experience and CAD/design experience are preferred, but neither is required for the right candidate.

What You'll Do

- Develop and maintain relationships with mechanical contractors, consulting engineers, facility owners, plant personnel, and other industry partners.
- Identify new construction, renovation, replacement, and capital equipment opportunities.
- Promote and sell commercial and industrial boilers, burners, steam and hot-water equipment, and related mechanical systems.
- Work with consulting engineers to assist with equipment selection, application, specifications, and project design.
- Review plans and specifications and identify opportunities for represented equipment.
- Develop equipment selections, proposals, budgets, and quotations.
- Work closely with customers to develop solutions that meet both technical and budgetary requirements.
- Follow projects from early planning and specification through bidding, award, equipment delivery, and startup.
- Coordinate internally with service, operations, and other team members to support customers and execute projects successfully.
- Maintain an active sales pipeline and consistently pursue new business opportunities.
- Represent Energy Control professionally at customer meetings, job sites, industry events, and trade organizations.

What We're Looking For

We're looking for someone who is self-motivated, technically curious, competitive, and comfortable developing business in the field. Experience in HVAC, boilers, mechanical equipment, industrial equipment, engineering, or technical sales is strongly preferred. We are also interested in candidates with the right combination of mechanical aptitude, communication skills, and desire to build a career in technical sales.

- Experience in outside sales, technical sales, HVAC, mechanical contracting, engineering, or a related industry.
- Previous experience with commercial or industrial boilers, burners, steam systems, hydronic systems, or related mechanical equipment is preferred.

- Strong mechanical aptitude and willingness to continually learn.
- Excellent communication and relationship-building skills.
- Ability to read and interpret mechanical plans, specifications, schedules, and equipment drawings.
- Experience with AutoCAD or other CAD/design software is preferred, but not required.
- Ability to assist with basic equipment layouts and system/application concepts is a plus.
- Strong organizational and follow-up skills.
- Ability to manage multiple projects and opportunities simultaneously.
- A proactive approach to developing new business rather than waiting for opportunities to come in.
- A valid driver's license and willingness to travel throughout the Northern Ohio territory.

Compensation & Benefits

Energy Control offers a competitive compensation package designed to reward both individual performance and the long-term success of the company.

- Additional benefits and employment terms will be discussed during the interview process and are subject to applicable plan terms and company policies.
- Company-supported resources and tools necessary to develop and manage the assigned territory.
- Employee Stock Ownership Plan (ESOP), providing eligible employees an opportunity to share in the long-term growth and success of Energy Control.
- Competitive base salary with performance-based sales incentive/commission opportunity.
- 401(k) retirement plan.
- Company-sponsored health insurance plan.

Why Energy Control?

Energy Control has built its business around technical expertise, strong customer relationships, responsiveness, and providing the right solution for each application.

Our sales representatives aren't simply quoting equipment. They work alongside engineers, contractors, and end users to help develop solutions for real-world steam, hot-water, and mechanical-system challenges.

We provide the technical resources, manufacturer support, and internal expertise necessary for our sales team to succeed while giving our representatives the freedom and responsibility to develop their own customer relationships and territory.

As an employee-owned company through our Employee Stock Ownership Plan (ESOP), our employees have the opportunity to share in the long-term success and growth of Energy Control. Employee ownership helps foster a culture of accountability, teamwork, and a shared commitment to our customers and company.

Learn more about Cleaver-Brooks boiler solutions: cleaverbrooks.com

Right Project. Right Solution. Right Way.

Employment Disclaimer

This job description is intended to describe the general nature and level of work performed and is not an exhaustive list of all duties, responsibilities, qualifications, or conditions of employment. Responsibilities may change based on business needs. Energy Control is an equal opportunity employer and considers qualified applicants without regard to legally protected characteristics. Compensation, incentive opportunities, benefits, and ESOP participation are subject to eligibility requirements, applicable plan documents, company policies, and change.