

Sales engineer

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Company: Johnson Controls International

Location: Warsaw

Category: other-general

Evergreen Job Opportunity at Johnson Controls: Sales Engineer – South Area of Poland (m/f)

Who We Are Johnson Controls is at the forefront of creating a world that's safe, comfortable, and sustainable. Our global team is committed to innovating solutions that make cities more connected, buildings more intelligent, and vehicles more efficient. We are passionate about enhancing the way the world lives, works, and plays. If you have bold ideas, an entrepreneurial mindset, and a desire for collaboration across boundaries, we have a place for you. Your career should be focused on tomorrow because tomorrow needs you.

What You Will Do:

Client Acquisition: Your main objective is to acquire new clients and nurture cooperation with existing ones, including investors, contractors, and designers.

Sales Implementation: Execute individual and team sales plans focusing on products from the York brand portfolio to agreed clients.

Sales Forecasting: Prepare accurate sales and margin forecasts on a monthly and quarterly basis.

Negotiations & Reporting: Conduct sales negotiations and report on commercial activities, updating CRM systems with client and opportunity information.

Training & Presentations: Conduct product training and presentations, supported by

Technical Engineers.

What We Look For:

Higher technical education in refrigeration, air conditioning, ventilation, or heating.

Minimum of 3-5 years of experience in a similar position.

Proficient knowledge of the HVAC market and products.

Fluent English, both verbal and written.

Readiness for business trips, mainly within Poland.

Preferred:

Excellent organizational skills and self-reliance.

Quick learner adaptable to new processes and environments.

Team player with the ability to work independently and find effective solutions promptly.

Evergreen Position Notice:

This is an Evergreen position, meaning we are not actively hiring for it right now, but we are continuously accepting applications to build a pipeline of qualified candidates for future openings. By applying, you express your interest in the role, and we will review your application when the position becomes available. This approach allows us to stay connected with talented individuals who share our values and are a great fit for our organization.

Why Johnson Controls?

Innovative Culture: Be part of a team shaping the future with bold ideas and an entrepreneurial mindset.

Global Impact: Join a global team creating innovative, integrated solutions to make the world more connected, comfortable, and sustainable.

Career Growth: With us, you have a career focused on tomorrow, offering collaboration across boundaries and diverse opportunities.

How to Apply:

If you are passionate about improving the way the world lives, works, and plays and meet the above requirements, we encourage you to submit your application and resume. Join us in creating a more comfortable, safe, and sustainable world!

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