

Honeywell Full-time position

February 14, 2007 (posted)

HVAC Systems Installation Estimator – Morristown, NJ

Requisition 60138

Join a growing team! Honeywell has a current opportunity for an HVAC Systems Installation Estimator. This role supports the sales process by creating highly professional technical and commercial proposals suitable for presentation to the highest levels of management.

Honeywell is a \$30 billion diversified technology and manufacturing leader, serving customers worldwide with control technologies for buildings, homes and industry. Honeywell Building Solutions (HBS) installs and maintains the systems that help keep buildings and facilities safe, secure, comfortable and cost-efficient. HBS services critical building systems, including heating, ventilation and air conditioning (HVAC), building automation, fire, security and energy management.

Roles and Responsibilities:

- Creating highly professional technical and commercial proposals suitable for presentation to the highest levels of management.
- Reviewing scope for all opportunities and proposals generated.
- Assisting the sales team in understanding and assessing customers' business objectives and strategies.
- Selecting the proper combination of hardware, software, equipment, materials and services from the Honeywell product & applications portfolio that will deliver the highest value to the customer while supporting overall Honeywell business objectives.
- Possesses the ability to communicate technical concepts/solutions to internal and external customers; e.g. conducting site walks, accurately reviewing customer specs, and with the ability to identify opportunities, risks, and resources required to achieve results within the proposal cycle.
- Effectively communicate compelling features and benefits of the solutions and services to sales team and customers.
- Work effectively and efficiently in a team environment.
- Professionally communicate in writing and verbally to account team, proposal team management and customers.
- Turn technical features/functions into a professional proposal and demonstrate business benefits. Learn quickly and think independently.
- Must have the ability to multi task and produce desired results in a deadline driven environment.
- Proposals include technical scope, commercial estimates, deliverables, schedules and terms and conditions and other variables to meet customer requests and expectations.
- All proposal work must be completed according to Honeywell professional standards.

Basic Qualifications

- Degree in engineering
- Minimum 1 year related HVAC and control systems experience

Additional Qualifications

- Mechanical Engineer Degree preferred.
- Five plus years experience estimating, selling, project implementation or an equivalent combination of experience and education preferred.
- Working knowledge of electronics, HVAC, fire and security products.
- Design engineering experience (hardware and software) a plus.
- Documentation tools expertise (submittals, drawings, etc).
- This position requires the ability to understand customer requirements/restraints and offer a cost-effective solution to the service needs.
- A working knowledge of existing hardware installations and upgrade requirements to current technology is also required.
- Computer skills including working knowledge of Microsoft Office spreadsheet, database, word processing, and presentation software.

Honeywell is an EEO/AA employer. As an Equal Opportunity Employer, we are committed to a diverse workforce