**Project Engineer**

PARC is part of the Price organization – North America’s leading manufacturer and distributer of air distribution products. PARC is a dynamic, progressive and innovative organization looking for talent in our London, UK office. As a member of the Parc team the Project Engineer will support Project Engineering with product selections, quoting, sales, CPD administration with a focus on innovative solutions for building services. The successful candidate will present the key benefits of PARC products to end users, consulting engineers and architects to secure basis of design specifications and sales orders. The successful candidate will lead projects with a focus on innovative solutions for building services.

**What we offer:**

* Pension Plan
* Healthcare Cash Plan
* BUPA Dental Plan
* Education Reimbursement
* Employee Events
* Employee Assistance Program
* Life Assurance
* Income Protection

**Key Responsibilities will include:**

* Maintaining an overview of active and prospective construction projects and sales opportunities in their territory and develop strategies to secure the specification and installation of PARC products on these projects
* Identifying business development opportunities and key partnerships, including alternative sales channels and corporate accounts, to grow our profile and project portfolio in the region
* Being well connected within the industry to monitor trends and participate in industry events; maintain awareness of unique market dynamics in their region, such as close contractor relationships and architect design tendencies
* Leading thorough vetting of opportunities for custom ceiling solutions with the wider PARC team
* Preparing quotations and negotiate pricing to secure sales orders
* Submitting project drawings, specifications and quotes for customer review
* Championing customer sales/design visits in territory
* Supporting tradeshows and mockups in territory
* Working with our strategic partners to develop projects from concept to install, including
  + Reviewing RCPs and performing take-offs
  + Identifying performance concerns and assisting with product selection
  + Interfacing with the project design team (engineers and architects) to respond to any questions or concerns regarding our products
* Developing project schedules, track progress of project activities, ensure key development milestones agreed upon with customer are achieved, and ensure projects proceed based on the agreed upon timeline.
* Utilizing Project Management tools and templates to manage projects
* Evaluating, highlighting, and escalating unresolved issues, potential barriers to project progression, and resources constraints - represent the voice of the customer where necessary
* Discussing any changes in the customer quoted program of activities with internal team members; communicate with the customer and ensure that the changes are fully documented
* Providing project delivery and installation support in conjunction with field service team
* Acting as lead customer contact on project-related communications; ensure appropriate and timely communication is maintained
* Updating records in CRM to reflect customer interactions and project leads
* Entering orders for products via ordering software
* Managing customer setup and invoicing process
* Understanding the customer’s budgets and delivering a service aligned to our founding principles (The Price Way)
* Suggesting and leas initiatives for continuous improvement and market development, including assisting with creation of sales process and tools (pricing policies, specifications, literature and software)
* Reviewing the market to ensure that the products have appropriate certification and are appropriately positioned and priced.
* Working with customers to develop design concepts and provide clear requirements to Design Engineering for creation of project-specific submittals
* Working with Wpg Estimating to obtain factory pricing for special products.
* Communicating market feedback to assist Design Engineering with new product development
* Identifying market needs for performance and sales tools

**The ideal candidate for this position will have:**

* A University degree in engineering related field, e.g. Mechanical, Construction, Manufacturing, or similar
* A strong desire to be involved in the specification and sale of manufactured goods in the area of building services.
* Experience and competence in project management.
* A strong networking and communication skills.
* Be able to work with minimal supervision and appropriate judgement on when to consult others for technical and commercial guidance.
* Adaptive, resourceful and possesses advanced skills in analyzing, planning and problem solving.
* A high willingness to travel.
* Accurate, meticulous, and focused on continuous follow up with a commitment to a high degree of customer service.
* An ability to prioritize own workload to suit customer and internal deadlines
* Excels in a continuously changing, fast-paced work environment.
* Self-motivated, goal orientated and ambitious; eager to learn and demonstrate abilities.
* The ability to work within tight time frames and deadlines.
* An honest and dedicated character that aligns with the Price vision and values.

Should this excellent opportunity interest you, please submit your CV, including salary expectations to [HR@priceindustries.com](mailto:HR@priceindustries.com). We appreciate the interest shown by all applicants, however only those being considered for an interview will be contacted.

Price Industries Limited hires on the basis of merit and is strongly committed to equity and diversity.  We welcome applications from all qualified candidates, including all genders, Indigenous peoples, persons with disabilities, members of visible minorities, individuals of diverse gender and sexual orientation and all groups protected by the Human Rights Code. We are happy to provide reasonable accommodations throughout the selection process and while working at Price. If you require support applying online because you are a person with a disability, please contact us at [HR@priceindustries.com](mailto:HR@priceindustries.com) .