



Solutions Specialist

Find Your Limitless with Windfields Mechanical

We are seeking a dynamic and customer-focused Solutions Specialist to join our growing team. In this high impact, field-based role, you will drive exceptional customer experiences by assessing needs, recommending tailored technical solutions, demonstrating product capabilities, and guiding customers through the full purchasing journey.

This role is ideal for individuals who enjoy building strong relationships, conducting site visits, and delivering customized solutions within industrial and commercial environments.

If you're independent, driven, and ready to grow with an ambitious company, we want to hear from you!

Responsibilities

- Remote / Field-Based (within Ontario)
- Territory options (candidates may apply for one):
 - GTA & Eastern Ontario
 - Western Ontario
 - Northeastern Ontario
- Regular site visits across assigned territory
- Prospect, generate, and develop new business opportunities within the assigned territory
- Generate new leads and manage follow-up on company-provided leads
- Assess customer needs, recommend appropriate products, and provide technical support to ensure optimal system performance
- Deliver tailored product demonstrations and presentations to customers, engineers, and key decision-makers
- Close sales and build long-term customer relationships
- Promote solutions including industrial ductwork, welding fume extraction, vehicle exhaust removal, and industrial ventilation systems
- Represent Windfields Mechanical within the assigned region at tradeshows, lunch-and-learns, customer meetings, and industry events
- Travel regularly to meet clients, conduct site visits, and attend events within the territory
- Gather site and project information and coordinate pricing, proposals, and technical details with Windfields Mechanical
- Support opportunities from initial contact through to close while maintaining professionalism and confidentiality
- Stay informed on industry trends, market conditions, and competitor activities to maintain a competitive edge

What You Bring to Our Team

- Proven B2B sales experience (HVAC, mechanical, industrial, or related fields preferred)
- Technical understanding of industrial ductwork, ventilation, exhaust extraction, and air quality systems
- Engineers welcome (mechanical, industrial, or related disciplines)
- Excellent customer service and communication skills
- Strong relationship-building, organization, and negotiation skills
- Ability to work independently and manage your own schedule
- Previous experience in commercial and industrial ventilation, industrial ductwork, sheet metal industry, or a similar technical sales role
- Understanding of welding fume extraction systems, vehicle exhaust removal systems, components, and their applications
- Valid Ontario G driver's license with clean abstract
- Must have a computer and a cell phone
- Reliable vehicle for site visits and events
- Proficiency in CRM software and Microsoft Office suite

Compensation

- Commission-only (no base salary or hourly wage)
- Expected annual earnings: \$120,000 – \$250,000+, depending on individual sales performance
- Commission paid on gross margin after client payment
- Earnings depend entirely on sales results
- Technical product training will be provided

Work Structure & Benefits

- On-the-road sales with flexible work-from-home
- Flexible schedule
- Opportunities to attend company events and industry trade shows

Windfields Mechanical Group Inc.

Windfields Mechanical Group Inc. is a family-owned company serving commercial and industrial clients across Ontario. We specialize in air cleaning, ventilation, and ductwork solutions, supporting customers with reliable, code-compliant systems and long-term service relationships.

Why Join Windfields Mechanical

- Established Ontario-based company with a strong reputation
- Growing demand for industrial ductwork and commercial/industrial air quality solutions
- Full support from technical and operations teams
- High-earning potential in a performance-driven role

Job Type: Remote / Field-Based (within Ontario) - Full Time

Pay: CA\$120,000.00 - CA\$250,000.00+ per year

Ready to Find Your Limitless?

 **To Apply:** Email resume to operations@windfieldsmechanical.ca with subject: "Solutions Specialist – Windfields Mechanical"

Applicants should **indicate the territory they are interested in** when applying. Each Solutions Specialist will manage leads, site visits, and local events within their assigned region.

Western Ontario

- Cities: Windsor, London, Sarnia, Kitchener-Waterloo, Guelph, Hamilton

Central / GTA & Eastern Ontario

- Cities: Toronto, Mississauga, Brampton, Markham, Vaughan, Richmond Hill, Ottawa, Kingston, Peterborough, Barrie

Northern / Northeastern Ontario

- Cities: Sudbury, North Bay, Sault Ste. Marie, Thunder Bay, Timmins