

HVAC Service and Project Sales Representative

We are searching for a HVAC Service and Project Sales Representative who is proactive and passionate about the services we provide and the clients we serve.

Key Responsibilities:

The HVAC Sales Representative's role is to develop new business from our existing clients and bring new customers into the organization through an established network of decision makers (facility maintenance professionals, property managers, procurement managers, and building owners) and to build new relationships through cold calling, networking at industry events, and following up on leads and referrals.

The HVAC Service and Project Sales Representative will be responsible for creating long-term relationships with our customers as their trusted advisor for their HVAC and Plumbing requirements.

The HVAC Sales Representative will advocate for the customer by owning the entire customer experience, ensuring our service offerings are a good fit for the customer's unique requirements.

The HVAC Sales Representative will work in concert with our leadership, management, operational, accounting staff and suppliers to ensure the timely and successful delivery of our solutions and overall customer satisfaction.

The HVAC Sales Representative will assist in managing the expectations of challenging client requests or issue escalation to the appropriate points of contact within the company.

The HVAC Sales Representative will contribute to the Yearly Business plan and maintenance of the Sales Pipeline for forecasting purposes with a growth and sustainability mindset.

Required Skills and Experience:

Minimum 5 years Sales Experience

Previous experience selling HVAC and plumbing services highly valued.

High School diploma, college degree in a related field of study preferred.

Proven track record as a Sales Professional with experience delivering client-focused solutions to customer needs in the facilities maintenance/ services industry.

Excellent active listening, negotiating and presentation skills.

Strong verbal and written communication skills.

Ability to collect, track, and analyze large amounts of data.

Ability to track industry trends and anticipate market changes.

Must be organized, and relentless in following up on emails, calls, and meetings.

Intermediate skill with MSOffice products, Word, Excel and Power Point.