

OUTSIDE SALES DEVELOPMENT

An independent, customer-focused Upstate SC HVAC service and solutions provider is seeking an accomplished sales professional to join its team!

If you are a self-directed individual motivated by the opportunity to develop new business relationships for a growing organization, then we'd like to hear about your track record of success.

This position will:

- Sell service contracts on a consultative basis to commercial and industrial prospects.
- Prepare action plans for sourcing of new sales leads and effectively develop and deliver proposals and presentations
- Effectively utilize own network of contacts and successfully build and nurture relationships with customers in light commercial to light industrial markets to ensure a high level of client satisfaction
- Have mechanical/technical aptitude necessary to be able to sell services related to HVAC commercial equipment
- Plan and prioritize commitments; independently manage schedule and utilize data in order to meet deadlines and goals efficiently

Requirements include:

- Minimum of two years in consultative sales
- Leveraging own personnel network in the Upstate SC area
- Demonstrated success in proactively developing and securing new business relationships; 70% of time will be spent on outside sales activities
- Excellent listening skills
- Self-motivated individual who possesses the flexibility to adapt to a changing environment
- Solid technical/mechanical aptitude
- Knowledge of MS Office software packages and experience utilizing sales and estimating software
- Strong work ethic, high level of professionalism, character and commitment
- Currently live in Upstate, SC
- Sales experience in HVAC or other maintenance services industry preferred

Compensation will include a competitive base salary and highly incentive based package along with a car allowance. To apply, please send your resume and cover letter with compensation requirements to:

recruiter@hrexpertsondemand.com