



HVAC Commercial Sales Consultant

Since 1996, South Jersey Heating and Cooling has been providing quality heating and air conditioning services to commercial property and business owners throughout Southern NJ. Over the years, we've developed a strong reputation by consistently providing our clients with superior workmanship and professional customer service. All of our work is guaranteed, and we stand by the quality of our workmanship on each and every job.

Our ideal Sales Consultant will have the same core values we have. Things like a thirst for knowledge, doing whatever it takes to get the job done, willingness to embrace change, staying positive, being eager to help, being a team player and having unwavering professionalism.

Before you apply, check us out! - <https://www.sjhcservice.com> - <https://www.facebook.com/SouthJerseyHeatCool>

We are proud to offer outstanding benefits that include:

- Base salary + generous commissions package starting leading to full commission
- Medical, Dental, Vision, Life & Disability Insurance
- Paid Vacation/Sick Days & Paid Holidays
- Ongoing Training Opportunities
- Employee discount
- Referral program
- Tuition reimbursement
- COVID-19 considerations: To ensure protection for our customers and employees, we have implemented many service protocols.

Your Commercial HVAC Sales Responsibilities:

- Source & solicit facility leads, take the potential client through the sales process, and maintain that client relationship into the future to maintain profitability
- Report leads, in-progress active prospects, upcoming schedules, and sales forecasts
- Provide feedback about market penetration, industry trends, competition, profitable revenue opportunities, and customer concerns.
- Contribute to the development of products/services and marketing strategies through creative packaging of company capabilities

Qualifications:

- High school or equivalent (Preferred)
- HVAC Sales: 5 years (Preferred)
- Sales skills needed: Time management, communication & organization
- Strong MS PowerPoint, Outlook, Excel, and Word skills, along with the ability to learn SJHC's Total Operations Management System.
- Able to work flexible hours - Generally **8-hour shift - Monday to Friday**

All potential employees are subject to Pre-Employment Drug, Background, and Motor Vehicle Check