



OUTSIDE SALES – LENEXA & WICHITA, KS

We are currently looking for a skilled Outside Sales Associate either our Lenexa or Wichita location to develop customer relationships & provide excellent customer service. An ideal candidate will have technical knowledge of HVAC sheet metal equipment selection, application, quoting and SELLING. Knowledge of product we stock in our warehouse and represent such as Grilles, Registers, Diffusers, Exhaust Fans, Spiral Pipe and Accessories are a plus. We are looking for people that will increase our client satisfaction resulting in growing our SALES to new and existing customers.

This is a salary position and includes a benefits package plus potential incentive compensation based on sales, as well as flexible work hours (M-F, 8hr shift between 7:00am and 5:00pm)

POSITION RESPONSIBILITIES

- Select, size, and design mechanical & HVAC equipment for engineers such as DOAS, chiller systems and various energy saving systems—chilled beams, laboratory exhaust and controls systems.
- Promote products and develop customer relationships
- Prepare quotations and sell equipment to owners and contractors
- Understand competitors, their services and associated pricing
- Maintain existing and solicit new accounts; while growing sales with both
- Meet and exceed sales and client satisfaction goals
- Team Player that will do what it takes to satisfy customers
- Work with Outside and Inside Sales Personnel to satisfy customers' needs including working with Accounting to ensure proper invoicing and crediting

QUALIFICATIONS

- 3 years or more experience preferably in sales of HVAC and mechanical equipment
- BS in engineering or construction management is a plus
- Dependable, proactive and detail oriented
- Ability to multitask
- Enjoys high energy environment, is flexible and organized

EXPERIENCE

- Knowledge & experience selling HVAC, Mechanical and Sheet Metal products & systems are desired
- Building Management & Control Systems experience is desired
- Equipment and System start-up & troubleshooting experience is a plus
- Computer literate on Microsoft Office applications & e-mail are a must