

## **Commercial HVAC/Plumbing Salesman**

The right individual will be a highly energetic and enthusiastic professional, with the ability to win new customers and satisfy our current clientele throughout the DC/MD/VA market. The Position is focused on add-on and replacement of light commercial HVAC systems (15-ton and under), commercial plumbing repairs and light installs. Typical clients would be apartment buildings, condo associations, office buildings, malls, churches, etc...

If you possess the ability to inspire others with your drive and motivation to sell aggressively, please apply!

### **Job Responsibilities:**

- Meet required sales volume and sales margin quotas
- Conduct customer appraisals and accurate estimates of their inventory system components/needs
- Develop new account prospects through networking and referrals
- Presents a professional, knowledgeable expertise that positively reflects the company
- Work with sales organizations to achieve and increase their sales goals

### **Requirements:**

- Fluent in local plumbing and mechanical code requirements
- Experienced knowledge of mechanical and plumbing systems
- Proven track record for executive level customer negotiation
- Ability to provide a strong customer presentation of key selling points, features and benefits fitting customer needs
- Proficient computer skills...Microsoft Office Suite
- Ability to communicate with the public in-person, via phone or email, presenting win-win outcomes

### **WE offer:**

- Company generated leads
- Company Vehicle
- Paid training
- Office and field support
- Insurance-Health, Dental, Vision, disability and Life, 401K-matching

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