

HVAC Home Comfort Advisor/ In Home Salesman

Magnolia Heating and Cooling - Washington, DC

If you are a Technical, Energetic Sales Professional, Magnolia Plumbing Heating and Cooling has an excellent opportunity for an experienced **HVAC In Home Salesman**. The Comfort Advisor position is based out of our DC office and services the entire Washington DC Metropolitan area. This role is designed for an experienced individual, passionate about providing customers with energy conservation products and services.

Job Responsibilities:

- Follow-up on pre-set qualified leads
- Utilizes applicable sales tools effectively to plan and document progress as well as increase business opportunity in accounts
- Strong focus on customer service and a commitment to integrity
- Recommending/Selling high value air conditioning, heating and energy conservation products

Requirements:

- At least 5 years of HVAC in home equipment installation sales
- Technical
- Demonstrated commitment to the sale and delivery of high quality solutions to residential customers
- Proven ability to meet sales and other performance objectives
- Knowledge of home performance and HVAC/home comfort issues and solutions, including heat load calculations (Manual J), duct design, insulation performance, air balancing, etc.
- Experience with utility rebate and incentive programs
- Physically capable of lifting 50 pounds, climbing a 12" ladder and working in tight spaces (attics)

Compensation: Ranges between \$60K and \$130K depending on experience & performance + benefits.

Job Type: Commission

Required education: Bachelor's

Required experience:

- Construction technology, environmental issues or business: 1 year
- HVAC In Home Sales: 5 years

Required license or certification:

Valid License and Clean Driving Record

Magnolia Heating & Cooling is an Equal Opportunity Employer