

HVAC In Home Sales Professional

Job Description

Spurk HVAC is looking to add an In-Home Sales Professional to our growing team. If you are a seasoned selling technician ready to make the transition from the field to a management position, we encourage you to apply. If you are currently a Sales Manager or Comfort Advisor looking for a fresh start with a company who values its team members and wants to have an influence on processes and workflows based on your experience, we encourage you to apply.

As an In-Home Sales Professional, you are responsible for meeting with homeowners to provide a customized HVAC system solution for their home. Candidates must possess a positive attitude and professional appearance that make homeowners feel comfortable to have you in their home. Applicants must be self-motivated, dependable, thrive in fast moving environments, able to manage time effectively, meet deadlines, and have proven communication skills with other managers, employees, and clients.

Responsibilities

- Schedule and execute sales opportunities generated through marketing efforts
- Manage multiple ongoing opportunities, particularly focusing on closing initial opportunities
- Manage the customer relationship from point of sale through completion of the installation, ensuring client satisfaction on all jobs
- Communicate all job details accurately to the installation department
- Generate sales opportunities through service department work order review
- Provide homeowners with customized solutions to meet their needs
- Attend networking events to build awareness of company offerings and capabilities
- Ensure target sales numbers are met and provide reports to management with KPI's

Qualifications

- Minimum 5 years sales experience and 2 years industry experience
- Proficient with Microsoft products and computer skills

Benefits

- Company vehicle, gas card, iPad and iPhone
- Company match retirement plan
- PTO
- Paid holidays
- Health, vision and dental insurance

Salary

- Base plus commission

Spurk HVAC is an equal opportunity employer and all applicates who feel they are qualified for this position are encouraged to apply.