

Sales Executive Position

Key Responsibilities: DRIVE SALES AND REVENUE GROWTH WITHIN THE HVAC SECTOR.

- Identify and develop new business opportunities through proactive prospecting and lead generation.
- Build and maintain strong relationships with clients, understanding their needs and providing tailored solutions.
- Conduct sales presentations and product demonstrations to potential customers.
- Negotiate contracts and close sales deals to meet or exceed sales targets.
- Collaborate with internal teams to ensure successful implementation and delivery of products or services.
- Stay updated on industry trends, market conditions, and competitor activities to identify new business opportunities.

Skills:

- Proven experience in HVAC sales, business development, or account management.
- Strong sales skills with the ability to build rapport, negotiate, and close deals.
- Excellent communication and presentation skills.
- Knowledge of technology sales.
- Self-motivated with a results-oriented mindset.
- Ability to work independently as well as collaborate effectively with cross-functional teams.

Join our dynamic team as a Sales Executive and be part of our success story. You will play a crucial role in driving revenue and ensuring client satisfaction in the HVAC industry. We offer competitive compensation, including a base salary plus commission, along with comprehensive benefits package. If you are passionate about sales, have a strong drive for success, and thrive in a fast-paced environment, we want to hear from you!

To apply, please submit your resume and cover letter detailing your relevant experience in HVAC systems, have strong sales skills, and be able to build and maintain client relationships.

Job Type: Full-time

Benefits:

- 401(k)
- Cell phone reimbursement
- Dental insurance
- Employee discount
- Expense account
- Health insurance
- Life insurance
- Mileage reimbursement
- Paid time off
- Retirement plan
- Travel reimbursement
- Vision insurance

Compensation package:

- Commission pay
- Uncapped commission

Schedule:

- Monday to Friday

Work Location: Hybrid remote in Montgomery, IL 60538

Industry

- Construction

Employment Type

Full-time