

HVAC Commercial Sales Engineer

We are looking for a highly motivated employee for a position of HVAC Sales Engineer. As an HVAC Sales Engineer, you will be responsible for promoting and selling HVAC (Heating, Ventilation, and Air conditioning) systems and solutions to commercial and industrial clients. Your primary focus will be on building and maintaining strong customer relationships, identifying sales opportunities, providing technical expertise, and achieving sales targets. You will collaborate with internal teams, including estimators, technicians, and project managers to deliver high-quality solutions that meet customer requirements.

RESPONSIBILITIES:

1. Sales and Business Development:
 - Identify and develop new business opportunities within the HVAC market segment
 - Build and maintain a robust sales pipeline by actively prospecting and qualifying leads
 - Conduct market research and analysis to identify customer needs, industry trends,, and competitive offerings.
 - Negotiate pricing, terms, and contracts with customers to secure orders.

2. Customer Relationship Management:
 - Develop and maintain strong relationships with existing and potential customers.
 - Understand customer requirements, provide technical expertise, and recommend appropriate HVAC solutions.
 - Conduct site visits and assessments to gather information and ensure accurate system sizing and design.
 - Collaborate with customers to address concerns, provide after-sales support, and ensure customer satisfaction
 - Keep customers informed about new products, technology advancements, and industry developments.

3. Technical Expertise and Solution Design:
 - Stay updated on the latest HVAC technologies, products, building codes, and industry standards
 - Provide technical guidance and support to customers, including system design, equipment selection, and energy efficiency solutions
 - Collaborate with internal teams to develop customized solutions that meet customer specifications
 - Prepare accurate and detailed project proposals, including system specifications, pricing and delivery schedules.

4. Team Collaboration

- Work closely with internal teams to ensure smooth project execution
- Collaborate with project managers to ensure timely delivery, installation, and commissioning of HVAC systems
- Provide feedback and insights from the field to internal teams to support overall improvement efforts

5. Sales Reporting and Performance Monitoring

- Maintain accurate and up-to-date records of sales activities, customer interactions, and opportunities.
- Prepare regular sales reports, forecasts, and performance metrics for management review.
- Monitor market trends, competitor activities, and customer feedback to identify areas for improvement and growth.

QUALIFICATIONS:

- Bachelor's degree in Mechanical Engineering, Business Management, Marketing, or a related field.
- Proven experience in HVAC sales or a similar technical sales role
- Strong knowledge of HVAC systems, equipment and industry standards
- Excellent communication and interpersonal skills
- Demonstrated ability to build and maintain customer relationships.
- Technical aptitude and ability to understand complex system designs
- Strong negotiation and presentation skills
- Ability to work independently and as part of a team
- Willingness to travel to customer sites as required.