Our company is searching for experienced candidates for the position of HVAC manager. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for HVAC manager

- Elaboration of the product portfolio and related roadmaps in cooperation with our sales units
- Management of performance and salary administration
- Individual account development and management of customer accounts to meet or exceed individual sales goals and contribute to regional sales revenue
- Assist RGM in the recruiting and hiring process for new Account Managers and inside sales staff (Commercial Product Specialists)
- Primary responsibility for onboarding, training, mentoring and coaching of Account Managers and inside sales staff
- Assist Account Managers (along with RGM) in the creation and execution of development plans for Liberties Plus and CCE dealers, designated COM customers
- Assist RGM with pricing management to maximize gross margins by collecting, processing and sharing market intelligence for street pricing across all lines of business, and review and oversight of commercial quotes
- 40% of time will be spent on direct sales activities, 40% of time will be spent working directly with sales staff, and 20% of time will be spent on administrative tasks, analysis, planning
- Store sales growth both in units and parts & supplies
- Manages customer support and maintains an efficient operation

Qualifications for HVAC manager

- The ideal candidate will have a minimum of 3-5 years of solution sales experience with a focus on service agreements related to commercial HVAC or industrial sector sales experience and/or Building Automation systems
- Bachelor's degree in Mechanical Engineering, or a closely related field
- Proactive, innovative leadership qualities with a strong desire to grow a team and a department
- Capacity and drive to learn new things and technologies
- Working knowledge of IoT (Internet of Things)
- Familiarity with applicable UL safety standards UL-1995 and UL-484 and AHRI performance standards AHRI/ANSI/ISO 13256-1 and 13256-2