



Example of HVAC Sales Engineer Job Description

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Our company is looking for a HVAC sales engineer. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for HVAC sales engineer

- Maximize profitability utilizing value selling
- Responsible for maintaining and cultivating customer relationships with emphasis on key decision makers
- Support asset management ensuring receivables
- Develop and maintain Key Account Plan with an aggressive growth horizon based upon customer business needs and customer focused
- Keep updated record of all customer related activities and tasks in CRM
- Coordination of activities with Regional Sales Manager, GKAM (where applicable), FSE team, Marketing, Quality coordinators, Logistics
- Provide competitive insight to both the marketing
- Taking over this position you shall expect heavy travelling (60%) within the region, visiting customers and contractors, looking for new businesses
- Understand and leverage the design process to enhance product sales
- Develop and maintain a network of contacts, within the building design community through Consulting Engineers, building owners and committees to ensure and a full pipeline of opportunities that assures sales goal attainment

Qualifications for HVAC sales engineer

- This position requires a strong technical or mechanical background along with the ability to learn engineering concepts

- Bachelor's degree (Engineering, Business or other Technical discipline)
- 2+ years of working and demonstrable knowledge of Commercial HVAC (commercial boilers, Water source Heat Pumps, AHU, burners, controls)
- 1+ years of experience providing direct management/leadership experience involving reps, consulting engineers and contractors, with thorough knowledge of the commercial sales process
- Knowledge of control systems and DDC