



Position: Service Sales Representative

Company: ThermalNetics, Inc.
Status: Full Time Employee

Location: West Michigan (remote)
Job Category: Technical Sales

ThermalNetics, LLC is a growth company that was founded in 1972. We employ roughly 60 people and have annual sales of approximately \$60M. Our corporate focus is “creating more comfortable and healthy indoor environments by providing innovative HVAC solutions”. In striving to provide the most economical owning experience for the end-user, we provide equipment, parts, and services to ensure the air we breathe in our schools, hospitals, commercial buildings, etc. is something that will allow us all to live happier, healthier, and safer lives. We also do all we can to give people the chance to grow. Our employees enjoy working at a place that offers a small company environment with big company objectives. You’ll be challenged to innovate, encouraged to apply your knowledge, and be well-rewarded for results.

SUMMARY

The Service Sales Representative develops and maintains customer relationships in order to sell preventative maintenance contracts, service and repair work on HVAC products, retrofit/upgrades and major projects.

PRIMARY DUTIES

- Compiles lists of prospective customers for use as sales leads, based on information from ThermalNetics installed equipment database, industry sources, business directories, vertical market information or any other lead generation source.
- Travels throughout assigned territory (West Michigan) to call on regular and prospective customers to solicit orders, build customer relationships and follow up on customer concerns.
- Prepares cost estimates and price quotations on new work and coordinates the preparation of cost estimates on project continuations. Verifies and quotes prices, credit terms and prepares sales contracts for orders obtained.
- Performs tests and conducts surveys on competitive products to determine the need for product alterations or the development of new products.
- Prepares reports of pipeline, sales activity, and business plans.
- Identifies and implements tools and resources to assist in sales efforts (e.g. energy rebates, estimated payoffs, ROI).

REQUIRED KNOWLEDGE, SKILLS & ABILITIES

- Must have strong written and verbal communication skills
- Working knowledge of Microsoft Office Suite
- Strong organization, problem-solving, and customer service skills
- Demonstrated ability to influence the market
- Ability to travel locally daily
- Experience with Microsoft Dynamics CRM or similar

QUALIFICATIONS

Three-five plus years in the HVAC industry. Bachelor’s degree in engineering (Mechanical or Industrial preferred). MBA and/or progressive field sales experience is a plus. Excellent initiative and interpersonal communication skills. Demonstrated ability to influence the market at key levels. Overnight travel is limited to less than 20%.