

ACCOUNT DEVELOPMENT SALES REPRESENTATIVE, HVAC PRODUCTS

The Brucker Company seeks two Account Development Sales Representatives as described in this posting. Brucker is a leading manufacturer's representative of high quality HVAC brands such as Greenheck, Price Industries, ABB and Indeeco. (Posted April 8, 2014)

Company:
Brucker

Location
Elk Grove Village, IL (Chicago suburb)

Position:
Account Development
Sales Representative

Territory:
South Suburban Chicago Focus
Chicago Metro at Large

Reports To: President

General Description

The Account Development Sales Representative is a hybrid inside/outside sales position. The Account Development Team is charged with the proactively developing customer relationships. Each individual on the team is responsible for the sale and profit of products represented by the Brucker Company. All unassigned commercial mechanical contractors in Brucker's territory are existing or prospective customers for the Account Development Team. Each team member is responsible for reaching out to this group to develop a preference for working with Brucker. Account Development Team Members do this by providing exceptional customer service combined with outstanding technical expertise.

The geographic focus of the two current openings are: (1) South Suburban Chicago, and the surrounding area and (2) Chicago Metro at Large.

Education and Experience:

- Three or more years HVAC experience in sales or technical support. Outside sales experience preferred.
- Associate's degree in engineering, engineering technology, construction management, construction technology or business management required. Four year degree preferred.
- An equivalent combination of more than five years of combined field experience and education will be considered.
- Familiar with the design and operation of HVAC systems.
- Experience with the sales process, sales support, technical support and customer service.
- Experience with personal computers and personal computer application software.

Principal Duties:

- Proactively prospects, seeking new customers.
- Builds relationships with new customers, and strengthens relationships with existing customers.
- Provides technical assistance and product information for customers as requested or required. Has a good understanding of product capabilities and limitations.
- Prepares quality cost estimates, prices, proposals and supplemental information for HVAC equipment projects.
- Reads and understands contract documents, plans, specifications, and addenda to complete quotations. Interprets customer requirements on design build or negotiated work.
- Profitably closes new business.
- Documents and organizes work by maintaining files for each job.
- Prepares submittals, prepares and releases orders, tracks orders with factory.
- Communicates ship dates, responds to expediting requests, shipping damage, warranty claims, etc.
- Other duties as required or assigned by management.

Skills, Qualifications, Working Conditions

- Excellent Sales and Inter-personnel skills. High level of Ego drive, assertiveness, empathy, resilience and empathy.
- Organized and motivated self-starter. Works well with minimal direction.
- Can provide both technical and administrative support.
- Dedicated: Committed to servicing customers and getting the job down.
- Able to read and interpret plans, specifications, and contract documents. Has general knowledge of construction and construction processes.
- Thorough with a good attention to detail. Capable of identifying and communicating risks and problems.
- Able to readily work with various software products.
- Able and willing to work overtime, including evening and weekends if required.
- Travel: Job is a hybrid inside and outside sales job. Travel to see customers and to spend time on project sites is estimated at 30%.
- This position works in a typical office environment. During customer and job site visits the employee is occasionally exposed to moving mechanical parts, fumes, airborne particles, outside weather conditions, extreme heat and risk of electrical shock. The employee must occasionally lift and/or move up to 50 pounds.

Compensation

- Brucker offers a competitive package of pay and benefits including health insurance, dental insurance, disability insurance, a 401K and vacation and holidays. Compensation structure is salary plus commission incentive.
- This is a full time position.

Contact

If interested in this opportunity please send your resume to Lkasza@bruckerco.com