



HVAC Commercial Sales Consultant

39 Everett Dr., Princeton Junction, NJ 08550

Princeton Air Conditioning, Inc. has been family owned and operated since 1971. As one of the Capital region's premier comfort providers, Princeton Air has built a responsive organization that focuses on attending to the needs of the region's more discerning clientele for all of their home or businesses' Heating, Cooling, Plumbing & Backup Power. With employees on call 24/7/365, Princeton Air's team of experienced representatives and certified technicians provide only the most efficient and timely services available, and make every effort to ensure that improving comfort is an easy and convenient process.

As a Commercial Sales Consultant; your main objective is to contact and build relationships with business owners/ managers throughout New Jersey & south eastern PA. The primary goal is to sell HVAC projects and preventive maintenance contracts. In addition, you will be responsible for various initiatives that support the company's strategic growth plans.

Responsibilities:

- Source, prospect, call, and contact local business owners/ managers.
- Schedule and keep appointments with commercial prospects and customers.
- Build and maintain customer relationships.
- Analyze customer needs for HVAC equipment, develop and communicate professional sales proposals to clients, finalize the sale and follow up with each customer to ensure complete satisfaction.
- Increase profitable sales by working with customers to identify and satisfy customer needs through the appropriate application of a sales process.
- Maintain reporting of leads, in-progress active prospects, upcoming schedules, and sales forecast.
- Contribute to the development of products/services and marketing strategies through creative packaging of company capabilities.
- Retain customers and position the company as the sole source provider of choice for their HVAC services.
- Develop accurate estimates for service agreements by obtaining correct information from the building/jobsite.
- Provide feedback about market penetration, industry trends, competition, profitable revenue opportunities, and customer concerns.
- Overcome technical and business objections of prospective customers

Requirements:

- Effective time management and analytical skills
- Excellent written and verbal communication skills
- Strong PowerPoint, Outlook, Excel, and Word skills
- Sets appropriate deadlines and priorities



- Work flexible hours
- Highly organized with exceptional follow-through abilities
- Outgoing personality that blends well with a fast-paced, goal-driven environment
- Highly motivated, flexible, and great attitude on life
- Pre-Employment Drug, Background, and Motor Vehicle Check

We are proud to offer outstanding benefits that include:

- Medical, Dental & Vision Insurance
- Paid Vacation/Sick Days
- Paid Holidays
- 401(k)
- Profit sharing
- Outstanding Company Culture
- Ongoing Training Opportunities

Princeton Air's Core Values:

- Thirst For Knowledge
- Whatever It Takes
- Embraces Change
- Relentlessly Positive
- Eager To Serve
- No Jerks

Weekend and evening interviews are welcome!

Employment Type: Full-Time

Contact: Scott Needham at (609) 799-3434 x. 6502 or scott.needham@princetonair.com

Apply Online: www.princetonair.com/careers

