



MAINTENANCE SALES REPRESENTATIVE

Air Care Ltd, is currently seeking a highly motivated Professional Maintenance Sales Representative

The successful candidate should possess the following qualifications and experience:

- Minimum of 5 years' experience in a technical sales environment.
- Ability to appraise and survey mechanical systems and translate a full understanding of CAPEX and OPEX costs into proposals that will provide a financially compelling maintenance strategy.
- In a timely fashion, prepare complete, clear and concise reports, proposals, booking packages and required company paperwork.
- Qualify prospects, make effective sales presentations, and answer questions and objections in a proficient and responsible manner. Aggressively manage sales pipeline to ensure annual booking plan is met. Be comfortable with cold calling.
- Be able to demonstrate relevant, practical experience and have good communication and interpersonal skills.
- Proficiency with PC computing environments and associated office software.
- Be confident and decisive with a high degree of self-motivation.
- A commitment to provide exceptional customer service & account management. Promptly address customer concerns to assure resolution and maintain long-term positive relationships.
- Ability to work both as a team member & independently as required.
- HVAC system knowledge is a positive but not essential as training can be given where necessary.
- **Applicant must be flexible to the demands of the business during evening and weekends as required**

An attractive salary and benefits package is offered and will be commensurate with experience.

Applications will be held in the strictest of confidence

Closing Date: November 4th, 2015

Apply in writing to:

Attn: Human Resources

Mail: P.O. Box HM 1750, Hamilton HM GX

E-mail: humanresources@aircare.bm

Deliver: Reception – “Air Care House” #7 Mill Creek Road, Pembroke HM 05

AIR CARE IS A DRUG-FREE WORK PLACE