



Air Care Limited invites applications from suitably qualified persons, to fill the position of Maintenance Sales Representative.

This position reports to the Lead Sales Consultant.

The successful candidate will be responsible for performing, but not limited to the following duties:

- 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 their own generated sales pipeline to ensure the annual booking plan is met.
- Through training, develop and maintain detailed pre-sales technical knowledge of both Daikin and competitor products and their applications; the market and relevant standards and regulations.
- Ensure all sections of the professional sales cycle for internal and external activities are adhered to.
- Undertake administrative duties as required related to the role (e.g. reporting, communication, etc.) in a timely and accurate manner to contribute to the department's performance.

Deliver performance and results to meet or exceed the departments sales forecast

The successful candidate should possess the following qualifications/abilities:

- Minimum of 5 years' experience in an HVAC or Mechanical Services environment &/or Mechanical Sales support environment
- 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.

Application Deadline: February 3rd, 2017

Apply to: Air Care Human Resource Dept.

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

E-mail: humanresources@aircare.bm

Deliver: Reception – #25 Serpentine Road, Pembroke HM 07

AIR CARE IS A DRUG-FREE WORK PLACE

Air Care is a drug & alcohol free environment. The Company requires all successful applicants to take a pre-employment drug test once an offer of employment has been accepted.