

Maintenance Sales Representative

At Air Care, excellence is every day. If you are committed to service excellence and have the relevant qualifications and experience, we invite your application for the position of **Maintenance Sales Representative**.

Key job responsibilities include, but are not limited to:

- 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 professional manner.
- Aggressively manage your 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. As well as the Market and relevant standards and regulations.
- Ensure all sections of the profession Sales Cycle for internal and external activities are adhered to.
- Undertake administrative duties as required related to the role in a timely & accurate manner to contribute to the departments performance (e.g. reporting, communications etc.)
- Deliver performance results to meet or exceed the departments Sales Forecast

Key qualifications/abilities:

- Minimum of 5 years; related experience in an HVAC or Service environment &/or Sales Support Environment
- Be able to demonstrate relevant practical experience and have good communication & interpersonal skills
- Proficiency with PC Computing environments and associated office software
- Ability to work both as a team member and independently as required
- Be confident, decisive and exercise initiative and judgment with a high degree of self motivation
- A commitment to provide exceptional Customer Service and Account Management. Promptly address customer concerns to assure resolution and maintain long-term positive relationships.
- Ability to work in a fast-paced environment and problem solve with logical thinking
- Applicant must be flexible to the demands of the business, working during evenings & weekends as required

APPLICATION DEADLINE:

November 23, 2017

APPLY TO:

Human Resources

Mail: P.O. BOX HM 1750
Hamilton HM GX
Bermuda

Deliver: 25 Serpentine Road
Pembroke HM 07
Bermuda

humanresources@aircare.bm

An attractive salary and benefits package is offered and will be commensurate with experience. Preference will be given to persons with Vendor specific training. Applications will be held in the strictest of confidence.

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.

  25 SERPENTINE ROAD | 441-292-7342 | INFO@AIRCARE.BM | WWW.AIRCARE.BM

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