

Project Sales Consultant

Tuesday,
March 29, 2022

At AIRCARE, excellence is every day. If you are committed to service excellence and have the relevant experience, we invite your application for the position of **Project Sales Consultant**.

Key Responsibilities

- Appraise and survey mechanical systems. Understand prospect's needs, determine repair, modification and/or replacement requirements to provide prospects with customised solutions to problems. Interpret drawings, equipment, and job site conditions.
- In a timely fashion, prepare complete, clear, and concise reports, proposals, booking packages, and required company paperwork. Maintain written supportive information relative to delays, changes special conditions, schedules, etc.
- Qualify prospects, make effective sales presentations, and answer questions and objections in a proficient and responsible manner. Manage sales pipeline to ensure annual booking plan is met.
- Assess job site safety requirements, to ensure a safe workplace.
- Applicant must be flexible to the demands of the business during evenings and weekends as required.

Key Qualifications/Abilities

- Minimum of 3 years' experience in an HVAC or service sales environment &/or Mechanical Sales support environment
- Commitment to provide exceptional customer service & accountant management
- Ability to work both as a team member & independently as required
- Flexible, confident, and outgoing with a high degree of self-motivation
- Ability to work to tight deadlines
- Must possess excellent oral and written communication skills
- Proficient in the use of PC computing environments

Apply to:

Email:

humanresources@aircare.bm

Mail:

P.O. Box HM 1750
Hamilton HM GX

Address:

25 Serpentine Road
Pembroke HM 07
Bermuda

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.

*AIRCARE 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. AIRCARE is a part of the AG Holdings Limited Group of Companies. Visit **agh.bm***

-
- | | | |
|-----------------------------|-----------------------|-----------------------------|
| ⚙️ Air conditioning/heating | ⚡ Energy efficiency | ❄️ Commercial refrigeration |
| 🔥 Fire protection | 🔧 Automation systems | 💨 Ventilation |
| 💡 LED lighting | 🔩 Commercial plumbing | 🏠 Indoor air quality |
-