

Inside Sales Engineer

Position Summary:

Full-time position that will assist with rapid and accurate responses involving pre-sale and post-sale support. This position will also provide technical support to customers, engineers and mechanical contractors.

Duties:

- Review plans and specifications to develop HVAC systems solutions
- Provide HVAC equipment selections, both new and replacements
- Provide technical support for the sales of commercial air conditioning systems to customers and their respective consulting engineers
- Seek new business opportunities by responding to RFQ's for new and/or existing customers
- Have an ability to coordinate across multiple functions, to maintain composure in fast paced situations, and to make decisions in a fast-paced environment
- Support sales efforts with new and existing accounts and introduction of new products

Requirements:

- High School Diploma or Equivalent
- 2-5 years of HVAC experience or knowledge of HVAC designs
- Sense of urgency, self-initiative, dedication, sense of ownership is required
- Strong written and verbal interpersonal skills with ability to get along with both external customers and a multi-functional team of sales, engineering, manufacturing & marketing associates
- Outstanding follow-up and follow-through skills
- Highly organized with strong attention to detail, while also able to balance multiple priorities
- Unwavering customer service orientation
- Proficiency with Microsoft Office (Excel, Word & PowerPoint)
- Negotiation and social problem-solving skills

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Pre-employment drug testing required.

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