

Job Posting

HVAC Sales Rep

Estes Heating and Air is searching for a qualified sales professional for the metro Atlanta area. Our family owned company has been in business for over 60 years and is Atlanta's #1 HVAC service, sales, repair, and Installation Company.

Primary job responsibilities include, but are not limited to the following:

- Sales for HVAC residential market
- Build and sustain customer relationships through visits, service and follow up
- Achieve \$2M in sales with 1st year sales budget of \$1.3M
- Capable of designing and building HVAC system
- Determine pricing strategy while protecting margins

Job Requirements:

- Some college or a degree is preferred
- 2-3 years experience in sales is desired
- Must be available anytime of the day
- Must be committed to providing superior customer service
- A reasonable amount of technical aptitude is a must
- Familiarity with the HVAC industry is desired
- Product knowledge
- Well versed in HVAC terminology
- Excellent communication skills
- Self motivated and driven
- Working knowledge of performing and calculating Manual J.
- Working knowledge of WrightSoft

We offer a career opportunity with a comprehensive compensation and benefit program. If you are interested, please send your resume to salesrep@estesair.net.

Estes is an Equal Opportunity Employer