

## HVAC Director of Sales with Ownership Opportunities

Our home service company has been in business for over 30 years providing quality, honest, and reliable HVAC services to homeowners in St. Johns and Duval County.

We are looking for an exceptional Director of Sales for our rapidly growing family owned and operated HVAC company.

**\*\*\*The Director of Sales will have unlimited growth opportunities such as unlimited earnings and ownership participation. The first full year, the right candidate will earn over \$100K guaranteed!!\*\*\***

The essential responsibilities of the Director of Sales will be converting HVAC leads into booked installation jobs and monitoring the job from start to finish with the installation coordinator.

### Job Duties:

- Must be willing to pursue, develop, and participate in continuing education
- Train, coach, educate, and elevate your Comfort Advisors team
- Outgoing, friendly, honest, and success driven
- Convert HVAC leads into sales
- Recruit Comfort Advisors
- Negotiate with vendors
- Team player
- Maintain a high energy, motivated, and excited team
- Create new marketing and proactive sales campaigns
- Analyze customer needs for HVAC equipment, create a sales proposal, finalize the sale, and follow up with each customer to ensure complete satisfaction
- Consult with potential and existing clients to provide a customized HVAC solution including our exclusive maintenance programs.

### Job Requirements:

- High school diploma at minimum
- A minimum of 3 years sales management experience in the HVAC industry
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- Prior recruiting background a plus!
- Highly motivated and organized