

Experienced HVAC New Construction/Renovation Sales Consultant – Great Opportunity for the Right Person!

Join a company that has helped thousands of homeowners lower their energy bills and make their homes more comfortable.

We are currently looking for an experienced HVAC Salesperson to join our existing team of HVAC, Fireplace, Window & Door sales representatives. Working with a dedicated partnership of employees, we are focused on delivering energy efficiency products with quality installations and service; this is what makes us a winning team, everyday.

Providing exceptional sales experiences for our customers using your dynamic skills as a seasoned sales representative, this appointment will offer you the opportunity to challenge yourself and to demonstrate your keen salesmanship abilities. You will be responsible for selling not only quality products but selling an energy efficient, value-added project that exceeds our customer's expectations.

The Opportunity:

- Establish and maintain strong working relationships with customers by offering professional in-home sales demonstrations and presentations
- Present clear and effective written proposals/quotations for prospective customers; ensuring that all required paperwork and documentation is accurate and complete
- Ability to plan and organize your personal sales strategy
- Ensuring continued customer support during the project initiation, implementation and a complete follow-up process to enhance our customer's experience and satisfaction
- Ensuring the prompt and effective resolutions for customer concerns
- Continuous written and verbal communication with management regarding customer needs, problems, interests, competitive activities and potential for new products and services
- Maintaining up-to-date knowledge of product applications, technical services, market conditions, competitive activities, advertising and promotional trends through the research of related materials & literature and consulting with our marketing and technical departments
- Participating in trade shows and sales conferences

You provide:

- Minimum 3 -5 years of HVAC New Construction/Renovation Residential Sales experience; Furnaces, Heat Pumps, & HRV.
- Minimum of 5 years of sales experience preferably in residential environments
- Quality First Certification
- Ability to read and understand blueprints related to installations
- Proven ability and track record to increase sales, build brand awareness and promote company image
- Self-motivated and accountable for individual sales targets
- Understand the vital importance of customer relationship management and the need to provide industry leading service

- Knowledge of networking with potential lead sources and converting raw leads into customer appointments
- Well organized with superior time-management
- Strong public speaking and presentation skills
- Excellent written & verbal communication skills
- Must be computer literate in both MS Windows and MS Office
- Experience with Maximizer is an asset
- Post-secondary education with focus on business related studies is an asset
- Valid driver's license and reliable vehicle
- Criminal Background check

We provide:

- Competitive Salary and Commission Plan
- Excellent benefit package
- Opportunity for growth

If you are looking for an opportunity to join a growing company, this may be the one for you. Please email your resume to jobs@homeworks.ca or fax to 604.420.5466 attention: Human Resources. We would like to thank all applicants for their interest in Homeworks however only qualified candidates will be contacted.