

Commercial HVAC Service Sales Account Manager

Position Overview

Northland Mechanical is now hiring for a Service Account Manager for our Commercial HVAC and Plumbing division. You'll be responsible for the sale of Northland Mechanical's service offerings to building owners, facility managers and other decision-makers. You will manage the sales process to advance each of our client's operational and fiscal objectives while delivering on our value proposition. You will identify, develop, and gain new client business opportunities as well as close sales leads from existing customers.

You will actively support business development by meeting with clients, preparing proposals, and expressing Northland Mechanical's unique differentiators.

Key Responsibilities

- Sells Northland's services in a confident, persuasive manner with focus on aligning service and maintenance offerings with building owner objectives
- Prepares and presents effective sales proposals to new customer prospects and existing clients that develop profitable results
- Assesses customers' overall operations and communicate to decision makers how Northland's services might reduce costs, improve building operations, increase occupant comfort, and provide value to their business
- Actively listens, identifies, and addresses customer concerns and seeks to capitalize on identified sales opportunities
- Qualifies potential customers and develops leads to support all business segments
- Works with management to develop and manage opportunities as required
- Frequently proposes quality and timely equipment maintenance contracts on which to develop long-term collaborative client relationships
- Develops new clients through networking, seeking referrals from existing clients and other lead generating activities
- Effectively plans, documents, and executes the sales process and manages multiple ongoing opportunities
- Seeks to differentiate Northland Mechanical from our competitors and addresses resistance and hesitation to close sales
- Identifies safety and risk concerns at client sites and informs appropriate stakeholders to eliminate and/or control recognized hazards
- Communicates effectively with internal staff and provides management with account and prospect development information on a continuing basis

Required Experience

- 2+ years of account management / sales experience in the HVAC industry
- Demonstrated success cultivating new and developing existing client relationships
- Fundamental level understanding of mechanical industry equipment, systems, and terminology
- Experience developing new business and closing on lead opportunities

Benefits of Employment at Northland Mechanical Contractors, Inc.

- Collaborative work environment with potential for significant career growth
- Competitive salary commensurate to experience
- Medical and Dental Benefits
- Paid holidays
- Generous Paid Time Off program

Northland Mechanical Contractors, Inc. is an Equal Opportunity Employer.