



6250 Sky Creek Drive
Sacramento, CA 95828
Office: 916.381.4611
info@coacair.com
cc#: 611351 coacair.com

Service Sales Engineer (HVAC & Plumbing)

Job Description

Develop opportunities for HVAC and Plumbing equipment replacement, special projects and controls system retrofits within our existing service base and new customers. Responsible for developing long-term customer relationships, maximizing account penetration and customer retention by providing technical solutions and operational expertise. Executes a disciplined sales process to cultivate and manage long-term relationships and seeks out, qualifies, and closes new sales opportunities. Monitors overall customer satisfaction.

ESSENTIAL DUTIES (not all inclusive)

- Work with customers to improve their buildings mechanical systems. Manages ongoing opportunities focusing on replacements, retrofits, special projects, and other mechanical needs
- Sells, renews, and expands planned service agreements to both new and existing customers
- Builds partnering relationships with building owners or their representatives to promote our service offerings
- Develops new project sales through the ability to design, layout and estimate installation of new HVAC and/or plumbing systems

EXPERIENCE REQUIRED

- Minimum of 8 years experience in Commercial HVAC and Plumbing with track record of successful jobs at good margins
- Service or installation experience preferred
- Excellent written and verbal communication skills
- Ability to negotiate effectively
- Strong organizational skills, flexibility, the ability to prioritize and select bidding opportunities
- Great customer service and a team attitude
- Attention to detail

Benefits:

100% of Health, Dental & Vision Insurance
Employee Assistance Program
401K Matching
Flexible Spending Account
Vacation & Holidays
Vehicle Allowance
Technology Support
\$70,000-\$100,000 Per Year

Interested?

Qualified candidates, directly apply through the link below:

<https://easyapply.co/a/c2690f79-7b19-46a1-8be9-79cc4a795835>