



Outside Sales Representative Full-Time

MAPCO has an immediate opening for an Outside Sales position at our Hawaii office. An Outside Sales Representative generates new customer leads, forms positive, ongoing consultive relationships with new and existing customers and provides technical support for sold product. If you are looking for a challenging and rewarding opportunity to join a great team, we encourage you to apply today!

Duties and Responsibilities:

- Selling HVAC equipment lines of manufacturers that MAPCO represents to assigned accounts
- Developing new sales opportunities within assigned accounts. This entails knowing what jobs the customer is working on and how MAPCO's products can be applied
- Promoting the MAPCO name by presenting a professional image, educating customers on our product lines, and keeping our products and solutions top of mind in assigned accounts
- Assisting customers with their operational objectives by advising on proper application and selection of equipment
- Have in depth knowledge of our product lines to provide at least a minimal level of technical support
- Develop and maintain solid working relationships with customers & manufacturers we represent
- Periodic overnight travel for training, industry meetings and customer entertainment

Experience & Education:

- 5-7 years of successful direct, outside sales experience
- HVAC and/or Construction Experience
- Mechanical Engineering or Industrial Engineering Degree preferred, but will consider equivalent, direct industry related job experience

Skills & Talents:

- Must be extremely detailed oriented and self-motivated
- Customer service and sales driven
- Exceptional communication skills, both verbal and written
- Solid computer skills
- Successful negotiator
- Thrives in a fast paced, multi-task environment

Physical & Mental Requirements:

- Substantial use of personal vehicle in driving to meet customers and job site visits. Must possess a valid driver's license and good DMV driving record
- Physical ability to conduct thorough job site visits, including climbing up ladders, accessing roofs, accessing basements, and other locations where equipment is installed
- Intense use of cell phone, e-mail, and text for communication in servicing customer needs. Often "on call" weekends, nights and after hours
- Understand and follow written and verbal instructions
- Clearly communicate with customers and co-workers
- Strong use of active listening skills when addressing customer needs and concerns
- Perform complex mathematical calculations accurately
- Highly organized and able to multitask seamlessly
- Manage in a highly stressful environment. Customer needs come first often to the detriment of personal concerns

We offer a comprehensive benefits package that includes health insurance, 401(k) Plan with employer matching, PTO, and Paid Holidays.