

Outside Sales Commercial HVAC

DMG Corporation is a regional, independent sales agency for premier commercial HVAC equipment representing engineered products designed and customized to meet our customer's specific needs. An Outside HVAC Sales Representative generates new customer leads, forms positive, ongoing consultative relationships with new and existing customers and provides technical support for sold product.

Compensation based on draw plus commission, with earning potential up to \$200K+

We currently have an opportunity for an Outside Sales Engineer in our DMG Hawaii Office.

Duties to include, but not limited to:

- Selling HVAC equipment lines of manufacturers that DMG represents to assigned accounts.
- Developing new sales opportunities within assigned accounts. This entails knowing what jobs the customer is working on and how DMG's products can be applied.
- Promoting the product lines we represent and the DMG 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 be able to provide at least a minimal level of technical support on our product lines.
- Develop and maintain solid working relationships through in person and telephonic verbal and written correspondence with customers and the manufacturers we represent.
- Periodic overnight travel for training, industry meetings and customer entertainment.

Education / Experience:

- 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.
- Solid interpersonal 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.
- Be able to clearly understand and follow written and verbal instructions.
- Able to 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.