

KUHLMANN

**SUPPLY COMPANY, INC.
13836 Parks Steed Drive
Earth City, MO 63045
(314) 298-1114**

HVAC Manufacturer's Rep Sales

KSCI is seeking Experienced individuals with a technical and/or engineering background to join our growing team as a SALES REP.

Candidates with an interest in the engineering side will provide application and technical support to the engineering, architectural, contractor, estimating communities for the HVAC products our company represents.

Preferred Education and Experience Qualifications:

- **5 to 10 years of experience in the HVAC industry**
- **2 to 5 years HVAC Sales and/or Engineering experience**
- **Associates Degree in engineering, engineering technology or construction management. Four year degree preferred.**
- **Knowledge of the design and operation of the HVAC systems.**
- **Familiar with the sales process, sales support, technical support and customer service.**
- **Experience with computers and web-based programs.**

Main Duties:

- **Building relationships with current customers while seeking new customers.**
- **Provides guidance and technical assistance as well as product information for customers as required to meet their needs. Have an excellent understanding for our products capabilities and limitations.**
- **Prepare quality and accurate cost estimates, prices, proposals and supplemental information for HVAC projects.**
- **Reads and understands plans, specifications and addenda to complete accurate quotations.**
- **Document and organize work by maintaining files for each project.**

Other responsibilities may be:

- **Preparing submittals, prepares and releases orders, track orders for customers.**
- **As needed: Communicate shipping information, expedite shipping when needed, follow up on shipping damage and warranty claims, etc.**
- **Other duties as required or assigned by management**

Skills, Qualifications and Working Environment

- **Exceptional Sales and Inter-personnel skills.**
- **High level of drive, assertiveness, resilience and determination**
- **Organized.**
- **Is a motivated self-starter and self-motivated.**
- **Works well with minimal direction.**
- **Committed to servicing the customer and getting the job down correctly.**
- **Attention to detail.**
- **Address and resolve questions, concerns and problems quickly and diplomatically.**
- **Able and willing to put in the time required to accomplish our mutual goals.**

Travel:

- **This position will be approximately 30% travel.**
- **Initial training requires visiting 3 to 4 manufactures facilities for 2-3 days visits.**
- **Travel to engineers, architects and contractors offices to train them on our products.**
- **Minimal travel to jobsites.**

You may be required to occasionally lift and/or move up to 50 pounds.

Salary: Based on experience

Product training and support will be provided by KSCI.

If you are interested in the unique opportunity please send resume to:
training@kuhlmannsupply.com