

Bilingual HVAC Junior sales representative

Seguin Morris is a leading multi-trade supplier of value-added and semi-custom HVAC (heating, ventilation and air conditioning) systems for commercial applications. We offer exceptional opportunities for people seeking challenging and rewarding positions. Our success is based on our ability to attract, develop and retain the best people. If you are looking for the job satisfaction and pride that comes with working for an industry leader in a global market, we invite you to apply for this position.

Overview

As a Bilingual HVAC Junior sales representative, your main responsibility is to support the sales team in promoting and selling service contracts and maintenance agreements to new and existing customers. You will help identify potential customers, cultivate leads and negotiate contracts. This role requires a combination of sales skills, technical knowledge and customer service expertise to effectively communicate the value of service offerings and build lasting relationships with customers.

Key responsibilities**Sales Support:**

- Collaborate with senior sales representatives to develop and implement strategies to achieve revenue targets.
- Help identify new sales opportunities through market research, lead generation and prospecting.
- Maintain accurate records of sales activities, customer interactions and account information in CRM system.

Customer Relationship Management:

- Establish and maintain strong relationships with existing customers through regular communication and follow-up.
- Conduct product presentations and demonstrations to show the benefits of service contracts and maintenance agreements.
- Respond to customer questions, concerns and complaints in a prompt and professional manner to ensure customer satisfaction.

Proposal Development:

- Prepare and present service proposals and quotations tailored to the specific needs and requirements of potential customers.
- Collaborate with technical teams to assess customer needs and develop customized solutions.
- Follow up on proposals and negotiate contract terms and pricing to close sales.

Market analysis:

- Keep abreast of industry trends, competitor activities and market developments related to service offerings.
- Analyze sales data and customer feedback to identify areas for improvement and optimize sales strategies.

Training and Development:

- Participate in training sessions and workshops to improve product knowledge, sales techniques and customer service skills.
- Actively seek feedback from senior team members and integrate learnings into your sales approach.

Qualifications:

- Bachelor's degree in business administration, marketing or related field preferred.
- Previous experience in sales, customer service or a technical field is an asset.
- Excellent communication, negotiation and interpersonal skills.
- Ability to work both independently and as part of a team.
- Proficiency in CRM software and Microsoft Office suite.
- Willingness to travel and participate in industry events as required.

This job description is intended to convey information essential to understanding the scope of the position and is not an exhaustive list of associated skills, efforts, duties, responsibilities or working conditions. Responsibilities may change according to business needs.

Please submit your resume to HR@seguinmorris.com