

## **HVAC SALES – Outside Sales for Manufacturers Representative**

### **ABOUT THE JOB**

FTP - Fluid Transfer Products, LLC is an award-winning manufacturers' representative serving the New England HVAC market for the past 30 years. We proudly represent a complete line of HVAC products which are sold to contractors and consulting engineers throughout the area and we are presently seeking outgoing candidates to fulfill sales positions. Applicants should have technical experience in the HVAC field that can make products selections with local MEP consulting engineering firms and apply our products to complete the HVAC system.

### **JOB DUTIES**

*You will be assisting consulting engineers with their selection and application of humidification & dehumidification HVAC products. Our pre-sales activities include system configuration, HVAC equipment and/or controls selection for Basis of Design as well as bidding, application and pricing.*

- Follows standardized submittal generation guidelines for preparation and processing of equipment engineering submittals to match schedule, drawing and specification requirements.
- Verifies that Fluid Transfer Products has an "approved" equipment submittal and positive configuration acceptance by the installing contractor prior to releasing equipment for fabrication.
- Prepares customer proposals and quote letters for assigned projects. Includes project takeoffs, specification review, special quote generation and RFQ and RFI issuance.
- Develop and maintains viable long-term relationships with customers, consultants, prime contractors and subcontractors. Attends job progress meetings as required
- Perform sales calls, presentations, and product demonstrations.
- Attend product/sales meetings, trade shows & events.

### **QUALIFICATIONS**

- One to three plus years in the HVAC industry: dehumidification & humidification a plus
- Experience consulting with mechanical engineers or being one yourself
- Willing to train the right candidate, as this position can also be an early career development role for the right individual
- Proficient listening, verbal, and written communication skills
- Organized, detail-oriented, able to meet deadlines & sales plans
- Strong work ethic and inner drive to continually add new accounts ability to adapt to a variety of customers
- Proficient with Microsoft Office Suite
- Must be able to travel overnight and work a flexible schedule
- Must possess a valid driver's license and meet the MVR requirements.
- Must have an operating vehicle & insurance to use during business, we offer a car allowance
- Drug/background check

**We offer our employees a competitive salary and/or commission with a comprehensive benefits package including PTO and 401k with match and are always looking for individuals with the talent and skills required to contribute to our continued growth and success. Equal Opportunity Employer**

Please contact Sue Miller 603.679-9897 x 102 or [SueM@FTP-LLC.com](mailto:SueM@FTP-LLC.com) for more information or to apply.