

Sales Consultant

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Company: Russell Taylor Group Ltd

Location: Chelmsford

Category: architecture-and-engineering

SALES / BUSINESS DEVELOPMENT EXECUTIVE AIR CONDITIONING AND HVAC/MECHANICAL

You will be responsible for generating new business and building strong relationships with clients, with a focus on selling HVAC equipment and services.

Areas covered: London and East of England

Key Responsibilities:

Develop and execute sales strategies to identify and pursue new business opportunities.

This role demands resilience as you engage in fieldwork, knocking on doors irrespective of weather conditions. In this highly competitive market, we seek individuals who thrive on challenges and are dedicated to closing deals.-

Build and maintain strong relationships with clients, ensuring that their needs are met and their expectations are exceeded

Collaborate with other departments within the company to ensure that all projects are delivered to the highest standard

Conduct site visits to assess clients' needs and provide recommendations on HVAC equipment and services

Prepare and submit proposals and quotes to clients, highlighting the benefits of our company's products and services

Negotiate contracts and pricing with clients, working to ensure that all parties are satisfied with the terms of the agreement

Attend trade shows, conferences, and other events to network and promote the company's services

Maintain accurate records of all sales activities and client interactions, ensuring that all paperwork is up to date and filed correctly

MUST HAVE:

At least 10 years of experience in HVAC sales, with a strong track record in client acquisition and relationship management

Strong network of contacts in the industry, with the ability to leverage those contacts to bring in new business

Proven ability to identify new business opportunities and develop strategies to pursue them

Excellent communication, negotiation, and interpersonal skills

Strong understanding of HVAC systems and equipment

Clean Driving Licence

EMPLOYMENT CONDITIONS:

Salary: depending on the experience and client base

+ Yearly annual bonuses based on Company profitability and individual KPIs

Monday to Friday

Permanent Position

Full Time

Holidays 23 + 8 bank holidays (31 Days Total)

Company Vehicle, Company Credit card,

Important Information: We endeavour to process your personal data in a fair and transparent manner. In applying for this role, Russell Taylor will be acting within your interest and will contact you in relation to the role, either by email, phone or text message. For more information see our [privacy policy](#) on our website. It is important you are aware of your individual rights and the provisions the company has put in place to protect your data. If you would like further information on the policy or GDPR please get in touch with us .

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