



Midwest Mechanical Solutions

Hydronics Sales Leader

Full-Time

Midwest Mechanical Solutions is a manufacturer's representative of some of the best-known brands in the commercial HVAC market. At MMS, strong relationships, creative solutions, and an upbeat company culture is what makes us successful. As a Top Workplace employer, we strive to find passionate and innovative people who are eager to share our goals.

We are actively seeking a group leader for our Hydronics Sales Team that has relationships within the HVAC and Hydronics customer base and is experienced in selling to sophisticated buyers.

POSITION OVERVIEW:

The Hydronics Sales Leader will be accountable for the success of the Hydronics marketing and sales strategies. In addition, you will be an active consultative seller establishing customer needs and provide technical advice and expertise to create high value solutions for our customers. This role requires a high level of technical support and a deep understanding of the needs and challenges represented in the marketplace. Technical understanding of Hydronics systems is required.

JOB RESPONSIBILITIES

- Formulate the "go to market" strategy for MMS.
- Help create a roadmap and secure representation of high valued manufacturers and products in the marketplace.
- Manage all aspects of the Hydronics Sales team including recruiting and hiring.
- Develop and foster relationships with Mechanical Engineers, Mechanical Contractors, and owners.
- Understand the business drivers for Hydronic Sales and model solutions to create lasting value.
- Provide technical expertise and generate value for our customers by creating Hydronics solutions that address operational and environment objectives.
- Generate comprehensive customer quotes for multiple products represented by MMS.
- Manage/Coordinate individual sold projects including quotations, order processing and tracking, freight claims, product availability, and field service or warranty issues.
- Ensure desired level of profitability is obtained by consistently following the pricing structure and following established sales processes.
- Maintain knowledge of HVAC fundamentals and product lines, staying informed of new products, and utilizing opportunities to further educate self, co-workers and customers.

JOB REQUIREMENTS

- Proven ability to form long lasting and mutually beneficial relationships with customers.

- Consultative sales skills/knowledge and demonstrated experience selling in a matrixed environment.
- Deep technical knowledge of Hydronics and the manufacturers that serve that market.
- Demonstrated ability to multitask with effective organizational skills and attention to detail.
- Mechanical Engineering degree or HVAC post-secondary education preferred.
- Minimum of 10 years' experience selling successfully to owners in this marketplace.
- Proven relationships that will translate into continued Hydronics sales
- Uses logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions or approaches to problems.
- Energetic with a positive attitude that is conscientious, enthusiastic, articulate, and possesses a professional attitude to handle a fast-paced work environment.
- Interact professionally with other employees, customers and suppliers and work effectively as a team member.
- Strong written and verbal communication skills with both internal employees and external customers.
- Must demonstrate MMS Core Values: driven and self-motivated, can-do attitude, team player, customer driven, do what's right and accountable

BENEFITS

- Competitive salary and bonus program
- 401(k)
- Profit sharing
- Health insurance
- Flexible/remote opportunities
- Training opportunities
- Monthly company gatherings

At Midwest Mechanical Solutions, we are an equal opportunity and affirmative action employer dedicated to diversity in the workplace. Our policy is to provide equal employment opportunities to all qualified persons without regard to race, gender, color, disability, national origin, age, religion, union affiliation, sexual orientation, veteran status, citizenship, gender identity and/or expression, or other status protected by law.

The aforementioned statements are not intended to encompass all functions and qualifications of the position; rather, they are intended to provide a general framework of the qualifications of the position. Job incumbents may be required to perform functions not specifically addressed in this job description.