



Midwest Mechanical Solutions

HVAC Outside Sales Engineer

Fargo, North Dakota

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 HVAC Outside Sales Engineer for our Fargo, North Dakota office.

POSITION OVERVIEW:

The HVAC Outside Sales Engineer will utilize consultative selling skills to build and maintain excellent relationships with Mechanical Engineers, Mechanical Contractors, and Owners. This position is accountable for overall account development, HVAC sales and ongoing customer satisfaction for established accounts. The Sales Engineer is motivated by meaningful relationships and providing expertise to create high value solutions for our customers. This role requires a high level of HVAC technical knowledge and a deep understanding of the needs and challenges represented in the marketplace.

JOB RESPONSIBILITIES

- Develop and foster relationships with mechanical engineers, mechanical contractors, and business owners.
- Accountable for sales, account management, business development and project management for commercial accounts.
- Understand specific customer requirements to develop and execute account specific business plans.
- Promptly and accurately respond to customer needs by identifying products and designing systems that result in sales.
- Work closely with accounts to ensure optimum customer satisfaction on every project.
- Increase market penetration in commercial and institutional applications.
- Promote the MMS product line card at various HVAC related promotional events
- Project manage/coordinate 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

Minimum Education and Experience

- Bachelor of Science degree (Mechanical Engineering Degree is preferred)
- 5 years proven successful sales as a Commercial/Applied HVAC Sales Engineer (Preferred)

Knowledge, Skills, and Abilities

- 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 HVAC systems and the manufacturers that serve that market.
- Demonstrated ability to multitask with effective organizational skills and attention to detail.
- 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.