

**Job Description:** Entry Level Sales Representative  
**Reports To:** President  
**Objective:** Sell Air Conditioning Maintenance Agreements For  
Commercial & Industrial Facilities

### **Responsibilities**

- Generate sales of new accounts from prospecting activity. Typical contacts include: Facilities Manager, Operations Manager, Building Manager & Building Owners.
- Heavy prospecting will consist of cold calling on existing buildings, telephone follow-up and using introduction letters.
- Set appointments for introductory sales calls.
- Conduct sales calls using consultative sales approach to uncover prospects total needs and decision making process regarding air conditioning maintenance and facility operations requirements.
- Surveying the air conditioning systems in commercial and industrial buildings to develop equipment lists and prepare sales proposals.
- Conduct sales presentations and manage your own follow-up.
- Candidate will receive field and in-house training by sales manager and senior management.

### **Key Characteristics**

- High drive and internal sense of urgency
- Desire to work in entrepreneurial environment
- Disciplined in approach
- Must be intensely goal oriented
- Excellent verbal and inter-personal skills
- Desire to be a successful sales professional

### **Key Competencies**

- Excellent presentation skills
- Non-threatening but intense telephone marketer
- Able to handle on-going rejection
- Computer literacy

### **Education Requirements**

- Bachelor's Degree / 3.0 GPA Or Higher

### **Compensation**

Base Salary: \$35,000 - \$40,000  
Sales Incentive: 12% Of The Gross Sale  
Vehicle Allowance: \$650.00 Per Month  
Medical & Dental Benefits  
401(k) Available With A 25% Match

Barr Engineering is an Air Conditioning Service Company that specializes in providing maintenance programs, service, repairs, retrofits and energy management systems for existing buildings. We have been in business for over 50 years and have maintained a successful track record by diligently growing a strong customer base.

E-mail your resume to: Pete Buongiorno  
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