



Outside Sales Representative/Office Leader—HVAC/Mechanical Equipment Manufacturers’ Representative

Jorban-Riscoe, a leading distributor of HVAC and essential building mechanical equipment, currently has an opening for an outside sales position at our Wichita, Kansas office. The position will be responsible for providing representation of the HVAC and mechanical equipment manufacturers we represent while providing excellent customer service to our clients. The position will also include office leader duties for the right person. The successful candidate will exemplify our core values of integrity, teamwork, adaptability, motivation, and treating others with respect.

Description:

The outside sales representative is responsible for promoting, selling, estimating, and project management of projects related to HVAC and mechanical equipment.

The office leader will be responsible for leading and managing daily operations to achieve business tenets of client satisfaction, employee satisfaction and financial performance. Duties will also include guiding staff in the Wichita office and setting and achieving performance objectives.

Responsibilities:

- Responsibilities include sizing, selecting, and designing mechanical and HVAC equipment for engineers such as custom air handling units, packaged rooftop equipment, dehumidification systems, DOAS, chiller systems, air distribution/ventilation systems including grilles, registers and diffusers, laboratory exhaust and controls systems, clean room air filtration and variable frequency drives.
- Candidate must enjoy promoting products and developing customer relationships.
- Candidate will prepare quotations and sell equipment to owners and contractors.
- Knowledge and experience selling mechanical, HVAC sheet metal products and control systems are desired.
- System start-up, troubleshooting, building management systems, and controls experience are a plus.
- Strong computer skills are required. The ability to use technology to automate or simplify processes is a plus.
- Candidate should have five (5) years or more experience in engineering or construction industry or a minimum of five (5) years of experience in sales of HVAC and mechanical equipment.
- Bachelor of science in engineering or construction management is a plus.
- In your cover letter, please explain why you find this to be an exciting opportunity.