

## Air Conditioning - Sales Engineer

Location: Kapolei, Hawaii

### Key Responsibilities and Duties:

1. Working knowledge of Commercial Applied Products (chillers, fan coils, dx systems, packaged units, VRF systems) and working with Contractors, Consulting Engineers & Owners.
2. Achieving annual sales and gross margin targets in order to grow the business.
3. Providing technical and product training to customer.
4. Builds relationships with accounts and maintains regular face-to-face contact with customers.
5. Performs take-offs and bids full spectrum of projects.
6. Develops relationships with internal operations and administrative staff to ensure customer satisfaction and effectively and efficiently address issues.
7. Participates in professional organizations.

### Required:

1. Bachelor's degree in Mechanical Engineering preferred
2. LEED certification a plus.
3. Experience with Applied Commercial HVAC Products and systems with a good understanding of Controls.
4. Strong communication, technical skills, knowledge of HVAC design and application tools.
5. Minimum of 4+ years of HVAC sales experience, or working for Consulting Engineers / A&E firms/Mechanical Contracting
6. Excellent initiative, self starter and leadership skills.
7. Comprehensive knowledge of MS Office software applications
8. Ability to travel for training

Compensation includes base salary, and an incentive plan that encourages sales growth

Please send resumes to: [Shigashionna@carrierhawaii.com](mailto:Shigashionna@carrierhawaii.com)

Visit our Company Website at [CarrierHawaii.com](http://CarrierHawaii.com)