

Regional Sales Manager-

We are looking for experienced Sales/Management oriented individuals to join our team. A minimum of 5 years of experience is required. A Mechanical Engineering Degree is preferred. We offer a friendly, professional working environment, a competitive compensation schedule, paid holidays and vacation. Travel is REQUIRED. A valid driver's license and reasonable transportation are prerequisites for consideration. This position will also require you to complete orientation training, at the iAIRE factory in Orlando, Florida during the first 90 days of employment.

Major Responsibilities:

- Maintain a schedule of regular appointments with Customer's Sales Force and Management teams.
- Arrange and implement Sales Training and Product Update Presentations and regular follow-up
- Perform job-site visits for pre and post Sales Engineering and/or issue resolution

Job Requirements:

- 5+ years HVAC sales experience
- Self-starting/ self-managing attitude and the ability to handle diverse situations with limited management direction
- Must be pleasant and personable
- Possess strong communication skills, both written and oral
- Willingness to adapt to rapidly changing environment and new challenges
- Have a working knowledge of HVAC equipment and systems
- Ability to understand Mechanical, Electrical and Controls plans, specifications, and diagrams
- Proficient in the following Office applications - Microsoft Office and Adobe Acrobat
- Able to work in a high energy environment
- Ability to adapt in a rapidly changing environment
- Must be able to climb a ladder

Job Requirements:

- Travel: 50-75% (some out of state, overnight travel)
- Location: Texas or the Mid-Western U.S.
- Employment type: Full-Time
- Time Education requirements: High school diploma or GED required, bachelor's degree (or above) in Mechanical Engineering preferred
- Licenses / Certifications: Valid Driver's License, Valid Passport