

## Title: Commercial Sales Manager

### Position Summary:

Commercial Sales Manager responsible for the sales of commercial equipment to achieve commercial sales goals for commercial line of products. Assist and develop overall commercial business, develop relationships with customers and work with field operations and marketing. Perform other job related projects and job functions deemed necessary and or assigned by Regional Commercial Manager.

### Key Duties and Responsibilities:

- Work with Division personnel (outsides sales, technical engineers) to establish strategic goals, sales and revenue budgets, and marketing plans that are specific to the profitable growth of all commercial products. Recognize not only annual objectives but also a rolling 5-year horizon for the achievement of long term planning for resources, products, investments, etc., to achieve business objectives (revised annually to reflect changing market conditions).
- Reports to the Regional Commercial Sales Managers to develop regional budgets, activities, training initiatives, etc. that support the Region's and Division's objectives. Report sales revenue, market share and profitability by region. Work in conjunction with Product Management to insure that product, product availability programs meet market, and Division needs.
- Provides professional quality customer service to our internal and external customers.
- Deals directly with customers, primarily large accounts to grow commercial sales.
- Travels to customer sites, dealer meetings, as well as travelling to other company events.
- Trains and educates our staff and customers were needed.
- Performs administrative duties as necessary.

### Critical Knowledge and Skills:

- Thorough understanding of wholesale distribution and working with distributors as well as national accounts.
- Thorough knowledge of the HVAC contracting industry specific to the commercial market.
- In-depth understanding of commercial products, their engineering and application, as well as the negotiating process unique to the sale of commercial products.
- Good knowledge in the use of the Microsoft Systems (Excel, Access, Word, PowerPoint)
- Strong multi-tasking and organizational skills
- Exceptional customer service and communication skills
- Good judgment and planning skills

### Education and Experience:

- BS in Engineering with at least 5 year experience in the commercial segment of the HVAC industry.
- Minimum 5 years sales experience
- Experience in training and presenting

For information about this position, please contact the Human Resources Department:  
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