



<https://www.premierpersonnelgroup.com/find-a-job/commercial-hvac-preventive-maintenance-service-sales-representative/>

Commercial HVAC Preventive Maintenance & Service Sales Representative

Description

We are seeking an experienced, results-driven Commercial HVAC Sales Representative specializing in preventive maintenance agreements and service solutions. The ideal candidate will have 5–10 years of proven success in HVAC service sales, with strong technical knowledge and the ability to build long-term relationships with facility managers, property managers, and business owners/operators.

Responsibilities

Identify, develop, and close new sales opportunities for HVAC Preventive Maintenance contracts and HVAC Service Agreements in the commercial and industrial sectors.

- Conduct site assessments and work closely with service and technical teams to propose customized HVAC maintenance solutions.
- Identify, maintain and grow a pipeline of qualified prospects through cold calling, networking, referrals, and strategic targeting.
- Interact with base of existing customers to develop, understand and plan needs of existing HVAC infrastructure and future needs.
- Prepare and present professional proposals and service agreements tailored to client needs.
- Collaborate with operations to ensure smooth onboarding of new clients and successful service delivery.
- Provide consistent follow-up, account management, and excellent client communication to ensure satisfaction and PM renewals.
- Stay current on industry trends, code changes, and competitor offerings to better serve clients and support company strategy.

Qualifications

5–10 years of experience in commercial HVAC service sales, with a focus on preventive maintenance and repair services.

Strong understanding of HVAC systems, components, and maintenance practices (chillers, RTUs, boilers, VAVs, controls, etc.).

- Proven track record of consistently meeting or exceeding sales targets.
- Exceptional communication, negotiation, and presentation skills.
- Ability to read and interpret mechanical plans and equipment specifications is a plus.
- Proficiency with CRM platforms and Microsoft Office Suite.
- Experience working with property management firms, building owners, or facility directors.
- Technical HVAC certification or background in HVAC service operations.
- Good understanding of building automation systems (BAS)
- Familiarity with Federal and State energy efficiency services and energy sustainability initiatives.
- Valid driver's license and clean driving record.

Hiring organization

Premier Personnel Group

Employment Type

Full-time

Beginning of employment

ASAP

Duration of employment

Full Time

Industry

HVAC

Job Location

Cranford

Base Salary

\$ Open based on Exp.

Working Hours

M-F 7am to 4 pm

Job Benefits
Full Benefits