SERVICE & AFTERMARKET SALES

Due to our product offering expanding significantly we have an exciting new opportunity for a **Service & Aftermarket Sales** at **Centergy**. This candidate will play a vital role in driving sales of our service and aftermarket products to existing and new customers. If you have a proactive approach to sales, strong relationship-building skills, and the ability to identify and capitalize on opportunities within key industries and markets, we want to hear from you!

What you'll do

The Service and Aftermarket Salesperson, you will be responsible for driving sales of our service and aftermarket products to existing and new customers. Your primary focus will be on promoting our post-sales support services, spare parts, upgrades, retrofits, service and maintenance contracts. You will work closely with our service department and collaborate with our sales and marketing teams to achieve revenue targets and enhance customer satisfaction. Main responsibilities include:

- Develop and execute sales strategies to achieve or exceed sales targets for service contracts, spare parts, and aftermarket solutions.
- Identify and target potential customers for service contracts, spare parts, and aftermarket products through prospecting and networking.
- Build and maintain strong relationships with existing customers to understand their needs and provide suitable aftermarket solutions.
- Collaborate with the service and technical teams to ensure a thorough understanding of product capabilities, service offerings, and customer requirements.
- Prepare and present proposals, quotations, and contracts tailored to meet customer needs and expectations.
- Negotiate terms and conditions of sales agreements and contracts.
- Monitor market trends and competitor activities to identify opportunities for business development.
- Provide regular reports on sales activities, pipeline status, and market feedback to management.
- Develop, implement, and drive service-related sales strategies to achieve revenue and growth targets.
- Grow relationships with customers, including owners and end-users.
- Actively calling on existing owners with in-person selling
- Use company provided software to generate quotes.
- Use of Salesforce to track assets to owners' accounts, status, timelines, existing service contracts & providers, etc.

What you need to thrive in this role

- Bachelor's degree in engineering, business, or a related field (or equivalent experience) preferred
- Proven experience in sales, preferably in aftermarket or service-related industries.
- Strong understanding of technical products and services, ideally with Commercial/Industrial hydronic and steam boilers, ventilation systems and controls, with the ability to effectively communicate technical information to customers.
- Excellent negotiation and closing skills with a demonstrated ability to achieve sales targets.
- Exceptional interpersonal and communication skills, both verbal and written.
- Ability to work independently and as part of a team in a fast-paced environment.
- Proficiency in Salesforce software and Microsoft Office Suite.

- Excellent customer service and communication skills, with the ability to build and maintain strong client relationships.
- Strong organizational and time management skills, with the ability to prioritize tasks and meet deadlines.
- Analytical mindset, with the ability to analyze data, identify trends, and implement process improvements.
- Proven track record of achieving sales targets and driving revenue growth.
- Entrepreneurial thinker with a desire to be a successful service and sales professional.
- Strong knowledge of OSHA and service safety requirements preferred.
- Valid driver's license and the ability to travel to client sites as needed.

About us

Centergy is a manufacturer's representative in the Commercial/Industrial HVAC Equipment Sales industry. Our exclusive territory includes Central & Eastern Pennsylvania, Southern New Jersey & Delaware. We consult with mechanical & plumbing engineers and work with sheet metal & mechanical contractors, as well as end-users. Our offering in Central PA has expanded significantly and includes hydronic & steam boilers, water heaters, pumps and venting & mechanical draft products. Our mix of manufacturers allows us to provide products & services for all applications, and we are proud to represent some of the highest quality manufacturers in the industry.

What we offer you

- Competitive salary and commission structure.
- Medical Insurance available to all full-time employees.
- Dental Insurance and Discount Vision Plan available to all full-time employees at their own expense.
- 401(K) Employee Retirement Plan – Centergy will match contributions up to 3% of participant's compensation and 50% of contributions up to the next 2% of compensation. Employees are immediately 100% invested in the employer's safe-harbor match contribution.
- Life Insurance – provided to all full-time employees, up to a maximum of $50,000.
- AD/D – provided to all full-time employees, up to a maximum of $50,000.
- Long Term Disability - Equal to 60% of one month's salary, up to a maximum of $7,500 monthly.
- Opportunities for career growth and development within the company.
- Dynamic and collaborate work environment.
- Minimal travel outside of Central & Eastern PA, Southern NJ, and Delaware.

I'm interested, how do I get started?

Apply to: https://app.jobvite.com/j?aj=oqtEufwL&s=Indeed

Our hiring management partner is myHR Partner. myHR Partner is not a staffing service or recruiter. All resumes/applications will be reviewed for this position and only for our organization.

We realize that it takes time and effort to go through our application process and we thank you for considering applying for this position.

Centergy is an Equal Opportunity Employer. Centergy does not discriminate on the basis of race, religion, color, sex, gender identity, sexual orientation, age, non-disqualifying physical or mental disability, national origin, Veteran status, or any other basis covered by appropriate law. All employment is decided on the basis of qualifications, merit, and business need.