



HVAC
Job Description

Job Title: Distribution Area Sales Manager
Department: Sales
FLSA Status: Exempt
Position reports to: Regional Sales Director

Position Summary (Purpose of job): This position is responsible for selling and promoting Samsung HVAC's products and services requiring technical knowledge of HVAC systems. Educate distributors, contractors and owners (occasionally) with regard to the benefits of the Samsung HVAC product line. Manage assigned territory and accounts to maximize long-range account penetration and growth plans. Will support both residential and light commercial business that specifically deals with ductless and ducted (mini) split systems and multi-split systems, DVM S (VRF) in single and three phase models for design build sales. Will also be responsible for working with Distribution Area Manager team members to foster growth throughout the team. Will estimate time and sales expenses expected and submit to management. Help provide product/service warranty claim information to ensure resolution within company policies. Analyze records of present and past sales, trends and costs, estimated and realized revenue, administrative commitments, and obligations incurred to interpret accounts, trends, and records and report to management.

Key Responsibilities

		%
1.	Meet or exceed the budget for sales as defined by regional distribution director within a predefined geographic territory with pre-assigned customer partners.	40
2.	Responsible for all metrics associated with Distributor partner including sales targets, dealer program growth, dealer sign-ups, marketing program deliverables, execution and follow up.	20
3.	Conduct, coordinate and register Dealer Days in concert with local distributor.	10
4.	Develops, tracks and maintains non-direct local relationship with Distributors, key accounts (Builders, Mixed Use Developers) dealers, trade bodies, local authorities, utilities and government organizations to build long term sales opportunities.	10
5.	Facilitates onboarding process for new Distributor partners and with new dealers.	10
6.	Monitor dealer and customer development targets monthly and communicate weekly results to the regional distribution director leadership. Be the channel expert on the features, benefits, product performance, and design guidelines for Samsung products sold in the United States.	5
7.	As required develop and adjust action plans to meet or exceed customer development and sales targets monthly.	5
		100%

Minimum Job Qualifications:

Education/Training –

- Bachelor's degree or equivalent with a certificate in Heating, Ventilation, and Air Conditioning or an equivalent combination of education and experience required.
- HVAC License & Certifications preferred
- 7 - 10 years specialized sales and knowledge in HVAC industry

Business Experience –

- Computer software programs proficiency including MS Office (Word, Excel) preferred.
- Demonstrated ability to develop, implement and execute business processes.
- Strong personnel management skills and experience.

Specialized Knowledge/Skills –

- Strong customer service skills and the ability to establish, build and maintain strong customer relationships
- Plan, organize, and prioritize multiple assignments and projects
- Positive attitude and dedication to ensuring customer satisfaction
- Experience with a variety of training delivery methods and training development
- Demonstrated competency in both oral and written modes for internal and external personnel at all levels
- Work independently and in a team environment in order to achieve personal and team goals and complete assignments within established time frames with minimal supervision

Working Conditions:

Environment (Office, warehouse, etc.) –

- Operate a computer keyboard, telephone and view a video display terminal more than 90% of work time
- Visual acuity, color distinction, and numeric and character detail distinction for the analysis and preparation of statistical reports and information

Physical Requirements (Lifting, standing, etc.) –

- Lift, move, or adjust general office equipment, boxes, or materials weighing up to 50 pounds using proper materials handling equipment and procedures
- Occasionally work additional hours beyond normal schedule
- Individual must possess a valid driver's license in good standing
- Regular travel requirements with occasional overnight travel up to 75% required.

(This description is general in nature and is not intended to be an exhaustive list of all responsibilities. Other duties may be assigned as needed to meet company goals.)