

Internal HVAC Sales Specialist.

£25,000 - £32,000 Full Time Permanent

Plus, Commission / Bonus.

Are you ready to elevate your career in a dynamic and innovative environment? At Spheretech, we're on the lookout for an enthusiastic **Internal HVAC Salesperson** who is passionate about technology and eager to drive sales in a fast-paced setting.

Spheretech, a leader in innovative climate solutions for business's UK wide, are seeking a talented and driven Internal Salesperson to join our expanding team.

If you have a passion for cutting-edge technology a strong background in sales and want to take the next step in to making a significant impact in the industry, this is the perfect opportunity for you.

The Role:

- **Part of the Team:** Working with our internal sales team & technical field sales engineers your role will include the following.
- **Identify New Opportunities:** Actively seek out and engage potential clients, leveraging your expertise to showcase our innovative and tailored installation, maintenance and support solutions.
- **Develop Business:** With access to a wide and varied portfolio of clientele, working within multiple sectors including, Offices, Medical & Healthcare, Education, Industrial, Motorsport, Modular building, Distribution, Fit Outs, Retail & Showrooms, to name a few, you have a broad range of opportunities for business development to work on and drive and grow sales.
- **Build Relationships:** by fostering strong partnerships with clients and understanding their needs and delivering customised solutions that exceed their expectations.
- **Drive Sales Success:** Utilise your sales expertise to identify opportunities, close deals, and contribute to our overall growth in this rapidly evolving market.
- **Collaborate and Deliver:** Work hand-in-hand with our technical and engineering teams to ensure seamless customer service, delivery and exceptional client satisfaction.
- **Stay Ahead of the Curve:** Keep abreast of the latest HVAC technologies and trends to position Spheretech as a leader in the industry.

Your Knowledge & Skills:

- **Passionate & Motivated Sales Professional:** You have a proven track record in sales, a keen interest in the HVAC industry or experience would be advantageous but not essential.
- **Relationship Builder:** Exceptional interpersonal skills with the ability to connect and communicate and manage customers relationships effectively with clients at all levels
- **Results-Oriented:** Driven to exceed sales targets and committed to maintaining high standards of customer satisfaction.
- **Problem Solver:** Ability to analyse client needs and present tailored solutions that address their specific challenges.
- **Communication:** You will possess excellent verbal and written communication skills.
- **Computer literate:** Can use Microsoft Office 365, and Manufacturer and industry specific design packages.
- **Attention to Detail:** You will have excellent attention to detail and Strong administrative and organisational skills.
- **Deadlines:** Ability to remain calm under pressure and meet deadlines.

What We Offer:

- **Collaborative Work Environment:** Join a team where creative ideas flow freely and teamwork is at the heart of everything we do.
- **Career Growth:** We believe in developing our talent. Enjoy access to continuous training and career advancement opportunities.
- **Competitive Salary:** We offer a generous salary and benefits, along with performance-based bonuses.
- **Holiday:** 24 days holiday per annum, plus bank holidays, increasing in service.
- **Pension Scheme:**
- **Company Events**
- **On site Parking**

Ready to Make an Impact?

If you're excited about advancing your career in HVAC sales and making a real difference, we want to hear from you! **Apply now** to join the Spheredtech team and help us shape the future of HVAC solutions.



Apply now with your resume and a cover letter detailing your experience and what makes you the perfect fit for Spheretech.

At Spheretech, we are committed to diversity and inclusion. We encourage applications from all qualified candidates and look forward to welcoming you to our team.

Your Future Starts Here – Don't Miss Out, Join Us Today!

Experience:

- Sales: 3 years (preferred)

Location:

- Towcester, Northamptonshire

Work Location: In person