



Job Title: Comfort Advisor

We are looking for a Comfort Advisor to join our growing team! The successful candidate will work in the South Island region, primarily in Victoria and surrounding areas, as well as the Cowichan Valley. This is a great opportunity for a self-starter looking to join a company with competitive commissions, benefits, opportunities for advancement and great work / life balance.

Job Overview:

As a Residential Sales Representative at Coastal Heat Pumps, you will be responsible for driving sales of HVAC systems and services to residential customers. Your primary focus will be on understanding customer needs, providing tailored solutions, and delivering exceptional service to ensure customer satisfaction.

Duties:

- Conduct sales presentations to prospective residential customers.
- Identify customer requirements and recommend appropriate HVAC products and services.
- Collaborate with the installation and operations team to ensure seamless delivery of products and services.
- Maintain accurate records of sales activities and customer interactions in Service Titan.
- Follow-up with customers to ensure satisfaction and address any concerns.
- Stay updated on industry trends and product knowledge to effectively communicate features and benefits to customers.

Job Requirements:

- Proven experience in sales, preferably in technical sales or inside sales.
- Excellent communication skills with the ability to articulate complex information clearly.
- Strong negotiation skills to close deals effectively.
- Familiarity with HVAC systems.
- Ability to work independently and as part of a team.



Join our team at Coastal Heat Pumps and be part of a company dedicated to providing top-notch HVAC solutions while upholding the highest standards of customer service. If you are passionate about sales, customer satisfaction, and making a difference in people's lives through comfort, we want to hear from you!

Job Type: Full-time

Pay: \$36,000.00-\$150,000.00 per year (commission pay)

Benefits:

- Company car
- Company events
- Dental care
- Disability insurance
- Extended health care
- Flexible schedule
- Life insurance
- Relocation assistance
- RRSP match
- Store discount
- Tuition reimbursement
- Wellness program

Schedule:

- Monday to Friday