



2-24-10

## SALES REPRESENTATIVE

**Dave Droegkamp Heating Inc.**, a well-established, respected, family owned and operated heating, air conditioning and sheet metal company located in Hartland, Wis., is seeking qualified applicants to expand its sales team within the company. *This position reports directly to our General Manager.*

**Job function:** Performs direct sales of top-line HVAC products within the replacement side of the HVAC business.

**Key requirements include:**

- Possess a proven ability in commissioned sales within the HVAC Industry preferred. (However, proven commissioned sales experience with large ticket items will be considered.)
- Be self-motivated, enthusiastic, and team- and results-oriented.
- Possess good communication, phone, customer relations, follow-up and organization skills.
- Able to travel to prospective customers' homes/location.
- Able to participate in home and trade shows to market company product lines.
- Able to actively participate in sales team meetings.
- Able to effectively use our extensive customer database to generate sales – i.e., “warm calls”
- Able to proactively pursue new customers – i.e., “cold calls”
- Possess competent basic PC skills, including using Microsoft office software.
- Enjoy working in a small office/team-oriented work environment.

**Compensation:** Base draw, with lucrative commission opportunity. (A formal Sales Agreement is provided annually, which includes compensation, benefits and sales goals.)

**Benefits:**

- Excellent health insurance package
- 401K plan
- Company-provided vehicle, laptop, ethernet connection and cell phone
- Flexibility to work out of the company office
- In-house and industry sales training and support
- Strong product lines, sales materials and product marketing support

Please send/e-mail resume and compensation history/requirements, *in confidence*, to:

**General Manager  
Dave Droegkamp Inc.  
540 Norton Drive  
Hartland, WI 53029  
duanel@davedroegkamp.com**