

Inside Sales Engineer

DMG North, Inc. is a growing Innovative HVAC Solutions Company. We are looking for a bright and passionate individual for a full time Inside Sales position in our Reno, Sacramento and Castro Valley offices. Benefits include Medical, Dental, Vision, HSA, FSA, LTD, Life Insurance, PTO, 8 paid Holidays and 401K.

Job Description:

Our inside sales position entails teaming with an outside sales persons as well as becoming familiar with and keeping up to date with the latest information from our various product lines, i.e., Nailor, AAON /Dowco, Danfoss, CRC, AWW, etc. The inside sales person works hand in hand with their outside sales team, project manager, as well as doing the take-offs of project plans, price various HVAC products and help prepare bids under the direction of the Bid Coordinator. Other duties include selling from warehouse stock, placing orders, and maintaining job records. The inside teammate position is key to allowing our outside sales personnel to concentrate on getting out to see customers and generate sales.

Job candidates should have the following skillset:

- Knowledge of the HVAC industry and how its different components (Engineers, Contractors, Vendors and Manufacturers) interface on each project
- Knowledge of HVAC equipment, air distribution and various other HVAC products and their applications
- Knowledge of how to read plans and do take-offs
- Good communication skills both in person and over the phone with customers, manufacturers and coworkers
- Computer skills including the ability to learn various manufacturer's selection programs as well as typical software operation such as Microsoft Office, Excel, Outlook and various other programs
- Ability to multi-task and work on various projects at the same time
- Good organizational skills
- Good math and mechanical aptitude

The following skills and attributes are not required but are considered a plus:

- NetSuite
- Previous sales or estimating experience
- HVAC controls experience
- Accounting experience