
Air Conditioning Sales Resume

Job Objective

Seeking for the challenging and rewarding position as an Air Conditioning Sales Representative in the growing industry.

Highlights of Qualifications:

- Vast experience in selling industrial services, equipment and products
 - Familiarity with A/C service and installation
 - Profound knowledge of AC equipments and service needs
 - Proficiency with MS Office and customer relations management software
 - Exceptional ability to install and troubleshoot AC system
 - Strong ability to communicate clearly with managers and consumers
 - Excellent customer relations and interpersonal skills
 - Strong organizational and presentation skills
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Professional Experience:

Air Conditioning Sales Representative
United Rentals Inc., Millbrook, AL
August 2005 – Present

- Presented HVAC systems solutions for equipment, parts and service needs.
- Performed ongoing visits to maximize business opportunities.
- Checked designs, specifications and proposals.
- Analyzed and determined quoted projects and orders.

Air Conditioning Sales Representative
Sears Holding Corporation., Millbrook, AL
May 2000 – July 2005

- Displayed company's products and features in accordance to style, size and cost criteria.
 - Presented accurate lead disposals to sales management as assigned.
 - Administered company's close conversion profits as required to increase sales potential.
 - Assured that all contracts were compiled legibly and accurately.
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Education:

Bachelor's Degree in Marketing,
Delta State University, Mississippi, MS

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