
HVAC SALES ENGINEER RESUME

Objective:

To obtain a HVAC Sales Engineer position with an organization that has a stable environment.

Highlights of Qualifications:

- Progressive field sales experience in HVAC industry
 - Sound knowledge of the air conditioning system and heat load calculation
 - In-depth knowledge of HVAC design and application tools
 - Operational knowledge of the MS Office computer systems
 - Familiarity with HVAC system cost estimation
 - Immense ability to provide customer centric
 - Excellent communication and problem resolving skills
 - Skilled to work with dehumidification
 - Proficient in managing HVAC equipments and services
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Professional Experience:

HVAC Sales Engineer, August 2005 – Present
Heat Pipe Technology, Greenville, SC

- Monitored and interpreted schematics, technical drawings and all technical reports.
- Analyzed customer design proposal and specifications, evaluated proposal and suggested an estimate for the project.
- Prepared records of all technical documents in terms that could be easily understood by a layman.
- Performed troubleshoot on the product, identified malfunction and resolved it through the production team.
- Monitored process and determined application of heat pipes in HVAC systems.
- Designed project plans on PowerPoint and presented them to facility owners and engineers.

HVAC Sales Engineer, May 2000 – July 2005
Shumate Mechanical, Greenville, SC

- Coordinated with customers, forecasted requirements and ensured good service facilities to the customers.
 - Answered all requests made by customers on the products, equipments and services offered.
 - Generated new accounts for the organization identified the potential customers for the organization and scheduled the sales calls accordingly.
 - Coordinated with the engineers and technical personnel, interpreted the blueprints and prepared an estimate for the project.
 - Trained the staff maintained by the customer and provided them with all necessary technical information.
 - Ensured that all products, processes and equipments were in accordance to Federal, State and local laws and regulations.
 - Prepared sales engineering reports, summarized sales information and application trends in industry.
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Education:

Bachelor's Degree in Mechanical Engineering, Fresno City College, Fresno, CA

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