



Damuth Trane Position Opening

Job Title: Business Developer
FLSA Status: Exempt (Salary + Commission)
Department: Direct Sales
Reports To: Direct Sales Team Leader
Posting Date: 2/19/10

SUMMARY

To market and sell comfort solutions to unassigned building owners, to develop client relationships and to team with Vertical Market Team Leaders. Primary responsibilities are to increase revenues by developing new relationships, follow up on sales opportunities, generate quotes and obtain orders from prospects.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following. Other duties may be assigned.

- Calls on new business opportunities.
- Prospecting to include cold and warm calls.
- Calls to include a minimum 5 new prospects **and** 5 previous and/or existing calls per week.
- Learning and using the Sandler Sales Process.
- Documents each sales opportunity using the Sandler Submarine.
- Focused on the sale of Service Products.
- Responsible for learning the EBS Sales Products and Process.
- Updates Prospect Management Tool weekly.
- Cleans up, "NO's", on prospect management tool weekly.
- Sends weekly call plan to Vertical Market Business Team Leader & Direct Sales Team Leader each Friday by close of business via email.
- Works with Vertical Market - Business Team Leaders and ASR #3 on developing opportunities with new clients.
- Communicates client perceptions by gathering feedback and sharing information with Vertical Market Leader, Direct Sales Team Leader, and Alpha Team as appropriate.
- Relinquishes accounts to ASR's within a year, unless special situation (Vertical Leader/DSTL to make the call).
- Deliver leads for Contracting Projects to ASR's for Planning and Execution with Retrofit Solution Specialists Team. (Commission will be paid if project is successful.)
- Monthly review of accounts with Vertical Market – Business Team Leader.
- Quarterly review of accounts with Direct Sales Team Leader.
- Regularly Attends Vertical Market Organizations meetings/events
 - - IFMA, BOMA, HRACRE, VSHE, etc.
- Demonstrates a clear understanding of working and business relationships within Damuth Trane.
- Develops relationships, establishes trust, and identifies/qualifies opportunities with unassigned building owners.
- Prospects new customers utilizing the NSS bid list, machine history file, start-up reports, BAS installation list, and press announcements.
- Flexibility to work overtime/weekends, as required.

Measurement:

- Customer service will be periodically measured by various customer feedback methods including face to face interviews, phone surveys and written surveys.
- Expense/Call reports will be used to track number of outside sales calls.

- Sales results will be measured through monthly sales statistics and evaluated in comparison to individual quotas.
- Weekly review of account prospecting tool showing status of new and existing accounts.
- Weekly email review of call plan to Vertical Market Business Team Leader & Direct Sales Team Leader, monthly meetings with Vertical Leader to review account plans.
- Quarterly review with Direct Sales Team Leader to review prospecting tool, Sandler process, Shared Values and quota.
- Makes minimum 10-12 sales calls per week.

SUPERVISORY RESPONSIBILITIES

- This job has no supervisory responsibilities.

EDUCATION AND/OR EXPERIENCE

- High School diploma or equivalent required
- Minimum of 3 years business to business commercial contract sales experience in the service industry or 5 years commercial HVAC industry experience. (*Retail sales experience does not apply)
- Proven track record of sales success
- Job longevity with previous employers that demonstrates company loyalty and dedication
- Community involvement and business contacts in Hampton Roads highly preferred
- Bachelors in engineering or business highly preferred
- Computer skills: Experience in Microsoft Office required

LANGUAGE SKILLS

- Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or governmental regulations.
- Ability to write reports, business correspondence, and procedure manuals.
- Ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public.

CERTIFICATES, LICENCES, REGISTRATIONS

- Valid Driver's License and good driving record required

PHYSICAL DEMANDS

- Ability to lift and carry 25 pounds.
- Mobility within the office and on job site.

CONSIDERATION:

Please email (smirkle@trane.com), fax (757-558-9899), or mail resume or application and salary requirements to Human Resources. EOE/AA, Drug Free Workplace