



Job Title: Sales Manager

Location: New Jersey/California

Job Type: Full Time

Industry: HVAC

Closing Date/Time: Continuous

About us:

BROAD U.S.A. is a privately held company headquarters in New Jersey, supporting the sales and service to our customers in North America. Relying on our innovative and environmental-friendly technology, BROAD U.S.A. commits itself to optimize energy efficiency for clients in Commercial, Civil and Industrial markets since 1988. Broad U.S.A. supplies non-electric central air conditioning powered by natural gas and waste heat with packaged water distribution system, 2 times more energy efficient than traditional central air conditioning.

About the role:

We are seeking a sales manager who will embrace our innovative spirit and will work with a dedicated team in our daily business. The sales manager will be responsible for developing new customers and driving sales throughout the territory; support key pool builders/dealers/distributors and work closely with the Combined Heating and Power industries sales and service forces in order to ensure maximum customer satisfaction. Some overnight travel may be required at times.

Job duties:

·Travels throughout assigned territory to call on distributors, dealers, builders and prospective customers to obtain new business and expand existing business.

·Advises dealers, distributors concerning sales and advertising techniques.

·Analyzes market trends and sales data to assist dealers in sales promotions for present and future business.

·Displays or demonstrates product, using samples or catalog, and explains features and attributes and advantages over competition.

Reviews market analyses to determine customer requirements, volume potential, competitive pricing.

Represents Company at trade shows and association meetings to promote product.

Coordinates between customer service, technical service, engineering and other departments as appropriate.

Provides input and implements annual sales plan for the territory, including sales strategy, to maximize return from the territory's assigned accounts/geographic area and to meet the territory's sales quotas established by the company.

Prepares monthly progress reports, monthly itinerary, weekly call reports and weekly expense reports in a timely manner and submits to the general manager.

Other responsibilities as assigned

Qualifications needed:

- Legal work status in the U.S.
- 2+ years sales experience
- Knowledge of Combined Heating and Power (CHP) Industry
- Sustained level of sales achievement
- Experience developing and managing to key metrics
- Experience creating strategic business plans
- Ability to manage priorities and timetables
- Bilingual (English/Chinese) a plus

Compensation:

- Compensation package is a blend of salary and incentives and is determined by experience
- Medical benefits
- Paid annual leave 7 – 20 days
- Ability to start on the ground floor of a growing business
- Ability to work with a true entrepreneur and influence the success of the business