



Turn to the Experts<sup>®</sup>



## New Business Development Manager - Sales

RJ Murray Co., Inc. is an HVAC Distributor that offers stability (been in business since 1933), a comfortable environment, market leading products and a full service support system (our people) that stands behind those products. Our primary brand Carrier, a market leader in brand recognition, quality, efficiency and technology. We are seeking a sales professional that values a consultative sales approach in meeting the needs of customers. The ideal candidate will thrive on acquiring new business, have strong planning and analytical skills in addition to having a tenacious approach to making sales quota.

**Primary duties are:** Selling HVAC Equipment, Parts & Supplies to Commercial and Residential Contractors. The position is responsible for the growth and development of our product lines and customer base throughout our territory. Through customer sales calls you are expected to learn their strengths and weaknesses and become a valued resource to them. We do not just want to sell products, we want to help provide solutions for our customers and be a true business partner. Creating quotes for your customers, entering orders and presenting added value training opportunities are also part of the role.

### Experience

- 1 or more years of sales experience. Some HVAC experience preferred.

### Skills, Knowledge, and Abilities

- Excellent sales and closing skills required.
- Must possess ability to develop and execute successful sales and marketing strategies.
- Must have excellent oral and written communication skills.
- Candidate must have great organizational skills
- Operate with a sense of urgency.
- Never give up attitude.
- Genuine person that can build relationships.
- Must have strong analytical, strategic, and multi-task skills.
- Above average to excellent computer skills.
- Candidate should be able to put out high quality work in a fast paced environment.
- Must be career oriented
- Clean driver's license

### Working Conditions

- Must be able to sit, walk, stand, work trade shows, and related travel.
- Office/Travel – 50/50 split – most travel would be same day, with <5% overnight.

Salary is commensurate with experience plus commissions.

**Carrier Corporation** is the world's recognized leader in the HVAC industry and the **R.J. Murray Company, Inc.** is the oldest wholesale distributor of Carrier products, in business since 1933. We represent over 100 manufacturers of HVAC equipment, parts and supplies. Our customer base includes: Dealers, Mechanical

Contractors, Industrials, Property Managers, Military, Local, State and Federal Government as well as exporting. Our main distribution facility is centrally located in Latham, N.Y. near the Albany Airport. Branch office location is Williston, VT. We offer an excellent work environment, professional staff, and are leaders in our industry.

**R. J. Murray Co. is an equal opportunity employer and offers the following fringe benefits:**

- \*Health insurance
- \*Competitive salary
- \*Paid holidays
- \*401k plan with employer contributions
- \*Life insurance
- \*Paid vacation
- \*Paid sick and personal time off
- \*Long and short term disability insurance
- \*Employee discounts available
- \*Flexible Spending Plan
- \*AT&T Discounts

**R.J. Murray Co., Inc.**, 7 Northway Lane, Latham, NY 12110, Phone 518-690-4455, Fax 690-4990 [www.rjmurray.com](http://www.rjmurray.com)

Please send your MS Word formatted resume and salary requirements to: [personnel@rjmurray.com](mailto:personnel@rjmurray.com)