



BROAD U.S.A. INC.

401 Hackensack Avenue, Suite 503, Hackensack, NJ 07601 Phone: (201) 678-3010 Fax: (201) 678-3011 WWW.BROADUSA.COM

September 25, 2023

Job description – HVAC Sales Manager

About us:

BROAD U.S.A. is a privately held company headquartered in Hackensack, New Jersey. BROAD delivers innovative solutions in three product areas:

- Absorption chiller and Electrical chiller
- Air Purification, Filtration and Ventilation systems
- Modular construction: BROAD's B-CORE stainless steel structural technology builds sustainable buildings with an unlimited service life

About the role:

We are looking for an experienced and skilled chiller sales manager in New York Tri-state Region to join our team! As our sales manager, you will be responsible for expanding commercial HVAC sales pipelines as well as finding contracting or subcontracting business opportunities with General Contractors, mechanical, and engineering partners for our HVAC systems, including cooling, heating, and ventilation in buildings and facilities. Your sales region will be primarily in, but not limited to, the New York Tri-State area.

Responsibilities:

- Market development for our Absorption Chiller, Maglev Chiller and ERV/Indoor Air Quality product lines in the New York Tri-State Region
- Develop and manage a book of business and project sales pipeline
- Regional channel partner support and training
- Prepare technical proposals through close consultation with customer requirements and site conditions
- Gathering and incorporating competitive intelligence in your territory to better position the Company's offering.
- Result-oriented performance tracking
- Providing timely and clear feedback to Company management regarding business opportunities, competitive threats, and customer issues.
- Ability to travel with customers for Factory Acceptance Tests in China, when needed

Qualifications:

- 2+ years of HVAC sales with proven track record
- Mechanical Engineering or other technical education
- Requires the ability to read and interpret HVAC/R mechanical, electrical, and piping specifications and project designs to determine job scope of work requirements



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- Strong communication skills, high level of performance tracking
- Ability to travel frequently

Compensation:

- Compensation package is a blend of salary and incentives
- Medical/dental/vision benefits, 401(k) plan with match

Salary Range:

- \$48,000 to \$115,000 plus commission (commensurate with experience and performance)

Compensation:

- Compensation package is a blend of salary and incentives
- Medical benefits, retirement plan

BROAD is an equal opportunity employer

Contact:

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BROAD U.S.A.
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