

General Manager Sales – HVAC

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Company: Johnson Controls

Location: thane

Category: other-general

Manager- Sales, HVAC Location- Mumbai, India Focus Vertical- Commercial What you will do required with 10+ years' experience in selling HVAC products especially chillers / Heat pumps / refrigeration solutions. Area of responsibility will be West Zone. Individual Contributor for following responsibilities. Offer Making and Prospecting Clients Closing deals Following SOPs for Sales and associated works Meet Sales Secured with % GM Targets Revenue Generation Payment collection How you will do it Develop and grow the HVAC business to meet the targeted Revenue & Gross Margin plan of Johnson Controls in the territory (West Zone) Local Resource with connect in the market (Consultants, Contractors, Architect, End User) Develop and continuously grow our HVAC Solutions business targeting at both existing and new customer base in the designated territories through effective business strategies and tactical action plans without compromising on our service business sustainability and quality of earnings. Actively explore new HVAC Solutions opportunities while ensuring the retention of our existing customer base through strong teamwork, proactive customer visits and customer relationship building. Ensuring the HVAC Solutions quotations to customers are submitted on a timely and professional manner with very close follow-up targeting for sales conversion. Ensure timely reporting of sales activities, prospects and forecasts, including actively participate in regular bi-monthly Green & HVAC Solutions business review sessions Build relationships with Customers for closures in JCI favor What we look for Degree in Mechanical / Electrical and HVAC Sales experience of minimum 5 years English essential and dialects preferred. Knowledge of Microsoft Excel, Word and PowerPoint software Need to travel extensively. Require excellent relationship with building owners,

customers, dealers, contractors, Architect, Consultant etc. Experience in leading the development and growth of Energy Solutions business incl. Green Building. Strong detail-orientation with demonstrated analysis and follow-through skills The candidate should be very enthusiastic, self-motivated and a fast learner.

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