



## Job Description

### **H3 // HRV Sales and Support Manager For California and South West Territory**

Innovative division of well-established parent company seeks a results-oriented sales and marketing professional with a passion for market disruption in the home building industry. We are looking to revolutionize how homes are built by making sure that they include continuous fresh air, which 99% of newly build homes do not. Candidate will work in close collaboration with H3 Sales team and helping us promote synergistic systems that optimize occupant comfort and health. The position reports to CEO and General Manager of H3.

#### **Job Description**

**Candidate will provide account management and support, develop and implement lead generation and provide field support. Other responsibilities include system design and delivering technical training to home builders, architects, and installers.**

Prospective duties will include:

#### Sales

- A. Initiate and follow-up on sales and project leads within territory.
- B. Prepare project designs, quote HRV/ERV related projects in the region and occasionally support other regions.
- C. Coordinate with other regional sales representatives to develop lead generation programs and initiatives.
- D. Attend occasional regional / national trade shows / conferences and provide on-site management when necessary
- E. Maintain and update pipeline and provide regular reporting to management.

#### Marketing

- A. Provide training within the territory for architects, designers, builders, installers, 3<sup>rd</sup> party commissioning agents and HVAC contractors. Training to include:
  - 1. Design of Zehnder HRV/ERV systems
  - 2. Installation support
  - 3. Commissioning of Zehnder HRV/ERV systems
  - 4. Sales workshops for personnel involved in sales and distribution of Zehnder ComfoSystems
- B. Provide Lunch'n'Learn and similar programs for prospective clients and specifiers in our market
- C. Attend functions and events within the building community which advance the promotion and development of the ComfoSystems market

## Design & Installation Support

- A. Provide design and installation support for projects both regionally and nationally when appropriate for Zehnder systems.
- B. Participate in H3 interaction with Zehnder America to solve technical issues in the field and to develop best practices programs for ComfoSystems and mechanical engineering protocols.
- C. Assist in the development of technical manuals, website technical content, and advertising/marketing collateral pieces
- D. Help develop and manage online programs (blog, webinar, etc) to promote the Zehnder ComfoSystems or provide training or technical assistance
- E. Job requires physical ability to carry and climb ladders, operate a flow hood and provide installation assistance. Regular lifting of 50lb.s+ is required
- F. Candidate must be able to commission systems. This includes verification of flow rates based upon design specifications vs. flow hood readings

## Required Experience:

- Experience in HVAC, building performance testing or related industry sales. HVAC layout design and technical field experience within the construction industry is helpful. Must be able to read and understand building plans and specifications.
- Training will be provided regarding product specifics but basic understanding of HRV systems is a plus.
- Experience with Microsoft Office programs Excel, Word and Powerpoint
- Excellent oral and written communication skills
- College degree preferred but not required.

## Location and Travel:

Company is based in Carmel, CA. Position can be remote, but requires about 50% travel throughout California and South West as required. Most projects are currently in Central and Northern California territory.

## Compensation:

Salary : \$55-70,000/year base salary depending on experience

Car: Allowance for mileage or car provided

Benefit: Health Insurance, expense account, and Smart Phone provided

Relocation not provided.

To Learn more about this opportunity watch or visit the following:

<https://www.youtube.com/watch?v=AB2qlakDaww>

<http://youtu.be/RvFOnAtobB0>

<http://www.haywardhealthyhome.com/>

<http://www.goh3.com>

Please contact Brian Larkowski with any questions or to submit your resume.

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