



Heat Pump HVAC & Building Science Sales Professional For Fast Growing Denver, CO Heat Pump Company

Want to make a major impact with a company leading the way in real-world sustainability? [Just Heat Pumps](#) is a rapidly growing heat pump design and installation company in the Denver Metro area. We are seeking a highly motivated and experienced Heat Pump Sales Professional to join our expanding team.

For successful heat pump sales, you will be the primary point of contact for homeowners interested in upgrading to more comfortable, energy-efficient heat pump systems. You will own and be responsible for the full sales process from being the first contact for homeowners, helping them through the entire design and installation, and to make sure they are happy long after.

This is a perfect role to combine your passion for sustainability, the environmental, and home electrification with sales performance, achieving goals, and combining both HVAC and building science to help homeowners!

Amazing things you will be doing:

- Working with homeowners to provide and them with comfort solutions that encompass energy efficiency and electrification solutions.
- Solving comfort problems, analyzing energy efficiency, building energy auditing, designing heat pump systems, and solving heat pump installation challenges daily.
- Dynamic combination between sales and engineering..
- Learn and practice holistic building science to find the best solutions for homeowners.
- Work directly with founders, including a serial entrepreneur having 20+ years in sustainability and a PhD School of Mines Professor.
- Step into a foundational role in a fast-growing small business Both at the forefront and cross roads of next generation HVAC and sustainability spaces..
- Use technologically advanced building science and HVAC diagnostic and testing tools.
- Enjoy lots of variety as it's never a dull day! Every homeowner and home is different and so are their needs.

- Provide a consultative, science and data-based consultative and low pressure enjoyable experience for homeowners.

Your responsibilities will include:

- Conducting in-home consultations with prospective clients to understand their heating and cooling needs, any challenges, and provide responsive heat pump system design and recommendations.
- Proactively reaching out to inbound leads, generating your own customers, and maintaining an up-to-date and organized CRM in order to exceed sales targets.
- Developing and presenting clear, compelling, and accurate sales proposals..
- Building and maintaining strong relationships with clients, ensuring a positive, fun, and informative sales experience through all stages of the sales cycle.
- Staying up-to-date on the latest heat pump technologies, building science, energy auditing, industry trends, and financing options.
- Collaborating effectively with our installation and operations teams to ensure seamless project execution and homeowner satisfaction.
- Continually use your sales experience and skills to help improve processes, improve systems, and more happy heat pump homeowners.

Qualifications we are looking for:

- A passionate drive to reach goals and earn business. You are a great listener, love to sell, and have 5+ years of demonstrated sales experience in similar roles.
- You enjoy driving to homeowners in all areas of the Denver Metro. You have an impeccable driving record.
- You're a critical thinker, enjoy puzzles and problem solving. You love challenges and will research and have the resolve to find solutions no matter how long it takes.
- Genuine passion for energy efficiency, sustainability, and home electrification, and a healthier and cleaner planet.
- You like getting a little dirty while investigating areas of the home such as attics, crawlspaces, and basements..
- You enjoy jumping in physically to cross-train and help on heat pump installations..
- You're adept with many software systems, have incredible personal organization, and enjoy flexibility as we grow with changes in a fast-growing startup.
- You're a great listener, have a calm, friendly and respectful demeanor.
- You're willing to work long days or odd hours sometimes to meet goals and quality standards.
- You have a desire to learn and grow in all capacities with a can-do and positive attitude.

We offer a reliable base salary between \$52,500 and \$67,000 per year based on experience and sales record, and an uncapped rising-tier commission structure when sales goals are exceeded. Benefits include paid time off, a healthcare stipend, and more.

Please apply to join our team at HR@JustHeatPumpsLLC.com by sending: 1) cover letter, 2) resume, 3) your requested salary range and benefits needs, and 4) why you feel you would be a great fit to join us to the application instructions here in this listing. You can also fill out our [Get to Know You Questionnaire on our website here](#) instead of sending in a cover letter if you like.

Submittals without following these instructed items will not be considered. Thank you!