



10830 Andrade Drive
Zionsville, IN 46077
p: (317) 873-2512
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Description:

Service Sales Rep – Earn \$75K +

Are you looking for a rewarding career and not just an outside/B2B sales job? The top 10% of Service Sales Reps throughout our organization earn \$75,000+ per year consistently once they have mastered the position and maintained the expected number of self generated 1st appointments/week “activity” level. Success in this position can lead to management opportunities – the majority of branch General Managers started in this position!

This **OUTSIDE SALES/NEW BUSINESS DEVELOPMENT** position involves:

- Consistent cold call activity at the decision maker level.
- Executive level presentations.
- Building financial and life cycle analyses to quantify value from the customer’s perspective.
- Proposal generation and presentation.

Successful Service Sales Reps are not afraid of **COLD CALLS**. Opening new doors is the most important aspect of this position. Cold calling experience, both over the phone and in person, is **REQUIRED** for this position. A strong financial background is also important. This position sells a **financial/ROI** concept – not a technical solution. We offer a very competitive base salary, health/medical benefits, automobile allowance, 401K, and a truly **UNCAPPED** commission plan. Your effort dictates your earnings potential!

About Us:

Linc Network, LLC, (www.lincservice.com) was founded in 1979 and provides proactive HVAC (Heating, Ventilation, Air Conditioning) preventive maintenance programs to commercial, industrial, and manufacturing facilities. We have an established network of over 145+ locations in the US, Canada, Mexico, Bermuda, and South Africa that includes both franchises as well as company owned/operated businesses. We are the experts at reducing HVAC costs for commercial building owners – we specialize in helping buildings save money and guaranteeing a set budget amount per year for HVAC costs.

Linc Network, LLC, is a subsidiary of The Linc Group. Headquartered in Irvine, California, The Linc Group, LLC (TLG) is one of the nation’s most successful, single source providers of high value facilities management and building system services. Structured from four established industry leaders, TLG unites the companies through a Microsoft award-winning business methodology framework that blends innovation, technology, collaboration, and quality. Collectively, TLG companies service more than a billion square feet in more than 20,000 facilities throughout 45 states and in select international markets via a professional workforce totaling more than 4,200 employees. For more information about TLG and its companies, visit www.thelincgroup.com.



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Requirements:

The individual we are seeking must possess a demonstrated record of success in selling **services or other intangible** offerings.

- Technical knowledge in the HVAC industry is **NOT a requirement**; however, a mechanical aptitude is helpful.
- Must be self disciplined, results driven and accustomed to winning sales awards through consistently high performance.
- Leadership character along with the desire, ability and skills to manage the entire sales cycle is essential.
- Your ability to master the skills required for this position can potentially open many new career options across **Linc's** various business units.

Become part of an international sales team that includes over 145+ Linc Service Contractors worldwide.

As an Equal Opportunity Employer, The Linc Group is committed to diversity in the workplace.