

When engineers, owners or contractors face an HVAC challenge, we want them to think of Tom Barrow Company as their best resource...their solution. Come join our team and make a difference!



HVAC Technical Sales & Engineering Support

Commercial HVAC material supplier in Jacksonville, FL has an immediate opening for Technical Sales and Engineering Support. Our goal is to effectively promote sales of HVAC equipment on commercial and industrial projects and to deliver unparalleled service to our customers. Day-to-day tasks would include assisting Outside Sales Engineers, providing timely estimates of material, after-sale project management and exceptional customer support. Hands-on training is provided.

Job Responsibilities Include:

- Working with Sales Engineers to produce strategic quotations
- Order processing using sales tracking software
- Pricing & ordering equipment using manufacturer pricing software/data
- Scheduling & expediting delivery of equipment
- Trouble shooting and problem solving
- Processing factory invoices/billing to customers
- Building relationships with customers and factory personnel
- Assessing customer needs and providing excellent service

The ideal Candidate will have:

- Ability to multi-task and work well under pressure
- Effective organizational skills and attention to detail
- Ability to build strong customer relationships and assess & fulfill customer needs
- Problem solving skills and “can do” attitude
- Mechanical aptitude and strong computer skills

Preferences:

- Mechanical Engineering degree
- 2 – 3 Years work experience

Benefits Include:

- Competitive Salary with Profit Sharing Bonus
- Medical Insurance (effective start date) with Company funded HSA;
- Dental, Group Life, Short-term & Long-term Disability Insurance
- Voluntary Supplemental Life, Critical Care, Accident and Vision Insurance
- 401(k) Retirement Plan with Company Match

Apply directly to our VP of Human Resources: Jane Jones jjones@tombarrow.com

About TBCo:

Founded in 1955, Tom Barrow Company is a manufacturer’s representative of heating, ventilation and air-conditioning equipment. We are one of the largest organizations of its kind and a clear leader in our industry. Our corporate office and largest sales group is located in Atlanta, GA with eight additional branches located throughout the Southeast – Jacksonville, Orlando, Tampa, Ft Myers, Pensacola, Savannah, Memphis and Nashville.

We base the success of our company, both past and future, on the quality of our services. We strive to meet the highest standards of personal and professional conduct. This core belief affects many parts of our work experience—the way we meet our customers’ needs, how we uphold the reputation of our manufacturers and our company, and how we treat each other at work. **Integrity** is an essential part of all our activities and our 61-year reputation for fair and honest practices is one of our greatest assets.