

## Job Description – COMFORT ADVISOR



Are you an Outside (In-Home) Sales who wants to work for a thriving company where you can grow, be recognized, and be rewarded for your work?

*Stop working at a job that you hate. Work with friends in an environment that rewards you for your hard work and provides a life-long career*

*>> We don't want to be a pit stop in your career – we want to be the last job you'll ever have (because you can't imagine working anywhere else) <<*

### ***Every Day Is Amazing***

*You show up early for your shift because you can't wait to hang out with the other members of your team. (You'd NEVER do this at your old job but this is a tight-knit group and you love hanging out with them).*

*You work hard because everyone else on your team works hard too. You push yourself today, and every day, because you know that growing in your own position ensures a career for life... and there's a ton of prizes to be won.*

*At the end of the day, you wrap up the last few tasks and hang out with your friends for a few minutes again before heading home. Or maybe some of you hang out in off-work hours.*

*As you drive home, you reflect that this place is unlike any other job you've had before, and you can't wait to get back to this team again tomorrow.*

Does this sound like a place you'd like to spend your day?

If you're a clock-puncher who wants to do as little as possible **then please stop reading this right now.** This is not for you.

But...

- If you work at a job you can barely tolerate...
- If you work at a job that doesn't respect you...
- If you work at a job that fills you with dread the night before
- And **if you want to wake up in the morning because you CAN'T WAIT to get to work to see your friends and to push yourself to be more successful, and even to make a lot of money...**

Then we want to talk to you.

We're looking for team members who are starving to push themselves beyond their personal limits, to earn the money and recognition they deserve, and to have an amazing life-long career in an environment where you work with friends every day.

### ***What's So Different Here?***

Our target is simple: to become THE place that every hungry superstar WANTS to work where they can and will achieve "rock legend" status.

Here are just a few of the reasons that our team members LOVE working here...Make more money: we pay more than most

- Your birthday is a paid day off
- Paid training
- Paid holidays and vacations (Paid time off starts after 90 days and grows from there)
- Paid Wellness Days
- Incentive programs
- Paid uniform and uniform maintenance
- A clearly laid out path to build the life-long career you want to build (including paid education and tons of opportunities to advance)

We have built the strongest team and culture you've ever seen, where team members are deeply motivated; we care about you and your hobbies and your family and your free time and make sure that can have that balance in your life to enjoy it all; we're constantly expanding and creating amazing new opportunities for you. **We want to help you dream big in your life and career... and we want to help you achieve it all.** **Who Are We?** We're PECO Heating and Cooling. We started over 12 years ago and thru the years we built, expanded, and grew. Today we are market leaders who are DOMINATING the Upstate market with **Plumbing, Heating, Cooling, Electric and more...** and it feels like we're only getting started.

### ***Are You a Fit?***

Never look for a job again because we're not a pit stop in your career – we're the last place you'll ever work!

If you're a hard-working professional with an inner drive to improve yourself and help others then you might be a fit for us...

Along with the job-specific qualifications (below) here are the qualities we're looking for in our perfect candidate:

- You love working with a team
- You're tech savvy – you can diagnose a problem and make recommendations to fix it
- You love to serve others
- You love to challenge yourself and you want to learn, and even be cross-trained
- You understand the importance of serving others (your team members and our customers)
- You understand and are willing to follow our Core Values:
  - *Safety First For Our Family and Theirs – Think Twice, Act Once*
  - *Delivering WOW Through Service – Exceeding Every Customer's Expectations*
  - *Demonstrate Highest Level of Integrity – Doing the Right Thing Even When No One is Watching*
  - *Great Place to Work – All for One and One for All*

As an equal opportunity employer, candidates will receive consideration without discrimination against race, creed, color, sex, national origin, handicap status or veteran status.

## JOB DESCRIPTION

### **Summary:**

Today is awesome! You met with your first customer of the day and helped them identify the HVAC requirements that would serve them best. You closed the sale and the customer is happy that you gave them all the information and they made the decision. You check in with the office, get your next appointment and drive to it. The whole day is like this, with one win after another, as you help customers make great decisions for their families. You're already looking forward to tomorrow!

### **Job Duties:**

***Work with the team:*** You stay in contact with your supervisor and your team to make sure the work orders are completed efficiently – everyone pitches in because it's ultimately about serving the customer.

***Become a trusted professional:*** You work directly with customers to help them choose the right HVAC solution for their family. Customers trust your guidance and expertise.

### **Job Requirements:**

***You are highly motivated:*** You have a drive to learn more because you know that it serves everyone – from the customer to the team to yourself. You push yourself to meet more customers and help them more efficiently.

***You're a natural salesperson:*** You are comfortable around people and you love helping them reach a decision that's right for them. You're not pushy but you're also not a pushover. Some have said that you can "sell snow to an Eskimo." Ideally, you have at least 4 years of sales experience in which you help customers feel confident about making high-cost decisions that may be complex and technical for them. Prior HVAC sales experience or HVAC equipment/technical knowledge is preferred.

***You're ready to work:*** You have a driver's license and a ready-to-work attitude and can work days, evenings, and weekends to meet with customers in their homes at their convenience.

***You're a professional:*** You are clean, neat, and well-groomed in appearance and can confidently and clearly interact with anyone.

### **Now Is Your Time**

To get started, click the "Apply" button now and send us your resume.