Heating & Cooling Two, Inc.

HVAC Retrofit / Replacement Sales Professional

18550 County Rd 81, Maple Grove, MN 55369, USA · Full-time

$100,000 - $200,000 annually

About the Job

Build Trust. Solve Comfort Problems. Help Homeowners Make Confident Decisions.

Heating & Cooling Two, Inc. is a family-owned and operated HVAC company that has served homeowners and businesses throughout the Twin Cities Metro area since 1980. We're looking for an experienced **HVAC Retrofit / Replacement Sales Professional** who combines strong HVAC knowledge with excellent communication and a customer-first approach.
This role is about more than selling equipment. You'll meet with homeowners, understand their comfort concerns and goals, evaluate their HVAC needs, and help them make informed decisions about replacement and upgrade options.

We're looking for someone who can build trust, communicate clearly, stay organized, and represent Heating & Cooling Two with honesty and professionalism. These expectations align with our company values of honesty and integrity, customer focus, leading-edge solutions, teamwork, and providing customers with peace of mind.

What You'll Do:

- Meet with homeowners to evaluate HVAC replacement and retrofit needs.
- Listen carefully to comfort concerns, priorities, and goals.
- Explain heating and cooling options in a clear, professional, easy-to-understand way.
- Prepare professional proposals and guide customers through available solutions.
- Maintain timely communication and follow up throughout the sales process.
- Coordinate with our office, service, and installation teams to create a smooth transition from sale to installation.
- Maintain accurate and organized customer and sales documentation.
- Develop and maintain strong knowledge of Heating & Cooling Two's products and services.
- Represent Heating & Cooling Two professionally in customers' homes and throughout the community.

What We're Looking For:

- **2+ years of HVAC sales experience required.**
- Strong knowledge of residential heating and cooling systems.
- Excellent communication and customer service skills.
- Ability to listen, identify customer needs, and communicate solutions effectively.
- Friendly, courteous, and professional demeanor.
- Positive, solution-oriented approach.
- Strong organization, time management, and follow-through.
- Ability to collaborate effectively with office, service, and installation teams.
- Leadership and problem-solving skills.
- Valid driver's license and acceptable driving record.

Why Heating & Cooling Two?
We're a team that takes pride in quality workmanship, customer service, and doing business with honesty and integrity. Since 1980, Heating & Cooling Two has built its reputation by providing heating and cooling solutions focused on comfort, efficiency, value, and the needs of the customer.
Eligible employees have access to benefits including:

- Health insurance.
- Dental insurance.
- Life insurance.
- Long-term disability insurance.
- Paid holidays.
- Paid time off.
- 401(k).

Eligibility and specific benefit provisions are governed by applicable company policies and plan documents.

Join Our Team:
If you're an experienced HVAC sales professional who believes the best sales process starts with listening, understanding the application, and earning the customer's trust, we'd like to hear from you.

Bring your HVAC knowledge, communication skills, and commitment to customer service to a company that has been serving the Twin Cities Metro for more than four decades.

Apply today to join Heating & Cooling Two in Maple Grove, Minnesota.