

## **BRAUER SUPPLY COMPANY**

Brauer Supply Company is an HVAC Distribution House founded in 1881. Now in our 5th generation of family guidance we are currently headquartered in midtown St. Louis, Missouri offering high quality products and exceptional customer service. We proudly serve the Midwest with 13 facility locations in three states to ensure our customers get what they need, when they need it.

### **EEOC Statement**

Brauer Supply Company considers applicants for all positions without regard to race, color, sex religion, national origin, age, marital status, veteran status, the presence of a non job-related medical condition/handicap or any other legally protected status.

---

### **POSITION: HVAC Outside Sales & Territory Manager**

**LOCATION: Southwest Territory - Springfield & Joplin Branches and surrounding areas**

---

### **JOB DESCRIPTION**

Brauer Supply Company is looking for a HVAC qualified Outside Sales & Territory Manager to manage a fast paced, high energy territory in the Southwest Missouri Market.

Brauer Supply Company provides a friendly and team focused work environment

### **GENERAL JOB DUTIES**

(TO INCLUDE BUT ARE NOT LIMITED TO)

- Maintaining excellent working relationships with current territory customers
- Cultivating and building new relationships with prospective customers
- Ensuring the cleanliness and organization and product breadth of managed branch locations
- Working with Branch Managers to maintain an up to date delivery fleet
- Driving sales through conscientious efforts and material sales management
- Coordinating with upper management to leverage all available sales and marketing tools

### **JOB REQUIREMENTS**

- Strong knowledge of the HVAC industry, equipment applications and practical usage
- Excellent organizational skills and ability to effectively multitask
- Motivation to continually improve processes and procedures
- Ability to self start and drive results
- Desire to work as part of a team
- Comfortable with computer order entry and data management systems
- Detail oriented

- Clean driving record
- Strong communication skills - written, verbal, digital and mathematical
- Prior experience working with Executive leadership in a consequential role

### **BENEFITS**

- Attractive pay and compensation package
- Employer supplemented Health, Dental and Vision Insurance
- Employer provided life and disability insurance
- Company automobile with Fuel Reimbursement
- 401(k)
- Flex Benefits HSA account
- Expense account
- Paid time off

**Please send resumes to [Matt.Burton@brauersupply.com](mailto:Matt.Burton@brauersupply.com)  
and [Jason.Truesdell@brauersupply.com](mailto:Jason.Truesdell@brauersupply.com) & [bob.brauer@brauersupply.com](mailto:bob.brauer@brauersupply.com)**