

Ramon Schindel

HVAC Sales

Profile

Details

ramon.schindel@gmail.com

(321) 614-3937

123 Main St, Philadelphia, PA 19103

Results-driven HVAC Sales professional with 1 year of experience in the industry. Proficient in building strong client relationships, providing exceptional customer service, and closing deals to secure new business opportunities. Demonstrated success in territory management and meeting sales targets. Seeking to leverage expertise to contribute to a dynamic sales team and drive growth.

Employment History

HVAC Sales Manager at HVAC Distributors Inc., PA

Apr 2023 - Present

- Successfully exceeded annual sales targets by 15% in 2019, driving over \$3 million in revenue through strategic account management and expanding the company's client base within the Pennsylvania market.
- Implemented a comprehensive training program for the sales team, resulting in a 25% increase in overall productivity and a 10% boost in customer satisfaction ratings within the first six months of implementation.
- Streamlined the sales process by introducing a new CRM system, reducing administrative tasks by 30% and increasing the sales team's efficiency, allowing them to focus on generating new leads and closing deals.

HVAC Sales Representative at E.F. Laudenslager Inc., PA

Aug 2022 - Feb 2023

- Achieved a record sales growth of 25% in 2018, contributing to a total revenue increase of \$1.2 million for E.F. Laudenslager Inc.
- Successfully expanded the company's market share by securing 35 new commercial clients within the first year of employment, resulting in an additional \$500,000 in annual revenue.
- Consistently exceeded quarterly sales targets by an average of 15%, earning recognition as the top-performing HVAC Sales Representative at E.F. Laudenslager Inc.
- Implemented innovative sales strategies that led to a 20% increase in customer retention and a 10% reduction in customer acquisition costs.

Education

Associate of Applied Science in HVAC Technology at Pennsylvania College of Technology, Williamsport, PA

Sep 2018 - May 2022

Relevant Coursework: HVAC System Design, Refrigeration Systems, Electrical Systems, Heat Pumps, Gas Heating, Air Conditioning, Energy Management, HVAC Controls, Building Automation, and Duct Design.
