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MountainAirComfortSystems.com

Comfort Advisor

Mountain Air Comfort Systems
Castle Rock, Colorado | Full time

Mountain Air Comfort Systems is hiring a Comfort Advisor to help homeowners choose HVAC replacement systems and home comfort solutions. We are looking for someone who can earn a client's trust, prepare accurate proposals, close sales, and follow through until the installation is complete and payment is collected.

This is a commission based sales role reporting to the General Manager. This position does not perform service calls.

What you will do

- Meet with homeowners to understand their comfort concerns and recommend appropriate heating, cooling, and indoor air quality solutions.
- Explain equipment options, pricing, warranties, and financing clearly.
- Prepare proposals in ServiceTitan and follow up on open estimates.
- Work company provided leads and generate additional opportunities through referrals and networking.
- Complete job walks, document measurements and photos, and provide the installation team with a clear scope of work.
- Order equipment and materials, confirm availability, and coordinate with the installation team.
- Keep clients informed, help resolve concerns, and collect payment according to the customer agreement.
- Keep estimates, job details, and client communications current in ServiceTitan.

What we are looking for

- Working knowledge of residential HVAC equipment and installation requirements.
- Ability to explain options clearly and make honest recommendations.
- Strong sales, communication, organization, and follow through.
- Ability to use digital sales tools and manage several clients and jobs.
- A valid driver's license and ability to travel to client homes and jobsites.

Residential HVAC sales experience and familiarity with ServiceTitan are preferred.

Compensation and benefits

- Commission based compensation.
- Health, dental, and vision coverage, with MACS paying 90% of the employee's individual benefit premiums.
- SIMPLE IRA retirement plan with a 3% company match.