

13 December 2011

**Director of Sales
Commercial Unitary and Applied Building Control Systems**

Northeast Distributor (rated in the top 50 HVACR firms nationally)

Seeks an individual who can successfully lead and grow our commercial business across seven states

Requires a take charge technically proficient executive familiar with all aspects of sales to HVAC, Mechanical and Controls Contractors

Must have the ability to lead and manage a highly technical sales force which provides complete building solutions to a wide range of customers

Ability to manage and disseminate commercial information to our general sales force which is more transactional in scope

Five or more years of successful commercial sales and profit management at the OEM or distributor level

Technical degree or trade school equivalent required.

Email resume and salary requirements to fmangano@usginc.com