



HVAC Career Feature

HVAC: Opportunities for Everyone

One of the most dynamic and growing fields in the job market today are HVAC job opportunities. When you look in help wanted ads and online job boards, you not only see jobs locally but nationally and internationally as well. Let's face facts: everyone needs one aspect of this business regardless of where you are. If you are not familiar with what HVAC actually is (Heating, Ventilation and Air Conditioning) have no fear, you don't need a complete understanding of how to install and repair it to get a job in this industry.

HVAC is more than just repairing your air conditioner and heating systems. People have to answer phones, ship it, box it up and sell it. If you are working in another industry and in fear of losing your job or just flat out looking for a job, this could be the time to move yourself over to another industry but continue to do the same thing you have been doing for years.

If you look in the papers you see business after business closing down. We are not just talking about small businesses here either. Major electronics companies with outlets nationwide are in bankruptcy and getting ready to close their doors leaving thousands without employment. HVAC could be the perfect solution to their problem. Just about every one of those individuals could find a job in this industry.

Think about it, people have to ring up the sales, which is the perfect opportunity for the cashiers. The units have to get on a truck and get shipped out to their locations or be loaded up for the installers to take to their locations, a great opportunity for those working in the warehouse or the actual drivers delivering the equipment. And, there are those that are actually out on the floor selling merchandise.

If you are a salesman, you are a SALESMAN. It is in your blood and there is nothing you can do about it. How much did you know about the products you are selling today before you walked in the door? You probably had to be trained by the company you are currently working for and once educated, you were able to sell anything to anyone. Why would the HVAC industry be any different?

The beauty of this industry is the actual variety of it. You have so many different possibilities to explore, especially if you are in sales. You can specialize in any one aspect of the business and sell only air conditioning or only heating units. When you get into ventilation, it is its own entity as it also entails fire prevention systems in businesses that require hooding to ventilate smoke and fumes from their operational areas.

You can work for the companies dealing with stores and HVAC installation companies. You may possibly want to work selling to homes for a specific company or go into an area where you are selling to major contractors that are building the homes and office buildings. Let's not forget the restaurant industry; they need all three areas of exactly what you would be selling. Air conditioning and heating are needed in their dining rooms, and ventilation systems as well as [HVAC refrigeration jobs](#) will be needed in the cooking areas. Sounds like a gold mine to me!

Of course, if you are going to be a salesman in this industry, it will require some training. While you won't have to actually be able to install the units, you are going to have to be educated on their operations and be able to answer any question thrown your way about the system. That is going to require a working knowledge of your product, which your company will supply and also a general understanding of how the entire process is intertwined and actually works.

You are also going to be selling a product that for the most part is only sold to an individual once, maybe twice in a lifetime. That being the case, it is obviously a large purchase and something they are going to take very seriously. You would want to make sure you are selling a strong product with a great reputation. With the ease of finding out information these days, selling something shoddy is not a risk you would want to take.

The proposition of selling something cheaper than everyone else may seem appealing in the aspect that you should be able to make more sales than anyone else but in the long run, word travels extremely quick, especially on the web and in no time at all you will find yourself with a phone that never rings. Do your own research and go with a company that is putting out a great product and have confidence in what you are selling.

[HVAC job opportunities](#) are out there for everyone to explore. Every job market that we know has to use this in one form or another. Whether you work do [HVAC government jobs](#) or work



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in the private sector, whether you are blue collar or white collar, this field presents challenges and opportunities for everyone

alike. Now is the time to explore this new field and take advantage of the positions available nationwide in HVAC.

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