



Presidential Ventilation Systems Ltd
75 Richard John Dr - Unit C
Mount Uniacke, NS B0N 1Z0
902-832-1067

CAREER OPPORTUNITY

Job title In-Store Lead Generator
Start date As soon as possible

About Us

Presidential Ventilation Systems is a trusted HVAC family-run business for over 30 years. We are an installer and service provider to residential and commercial customers throughout Halifax and surrounding communities in Nova Scotia. We pride ourselves on reliable service, clear communication, and strong customer relationships.

Position Summary

Presidential Ventilation Systems is looking for a friendly, outgoing, and motivated **In-Store Lead Generator** to represent our company inside one of our retail partner locations. In this customer-facing role, you'll engage with shoppers, answer general questions about heat pump solutions, and connect interested homeowners with our HVAC experts for a free consultation.

This is an excellent entry-level opportunity for someone who enjoys meeting new people, has strong communication skills, and is looking to start a career in sales, customer service, or the HVAC industry. No previous HVAC experience is required—we'll provide the training you need to succeed.

Success in this role comes from creating positive customer interactions, identifying homeowner needs, and generating quality leads while delivering exceptional customer service.

Essential Responsibilities

- Greet and engage customers in a friendly, professional manner.
- Initiate conversations with shoppers about their home heating and cooling needs.
- Educate customers on the benefits of heat pumps and air exchangers
- Answer basic questions about our products and services using company-provided training.
- Maintain accurate lead records and submit completed leads promptly.
- Keep the promotional display clean, organized, and well-stocked.
- Meet daily and weekly lead generation goals.
- Represent Presidential Ventilation Systems in a professional and positive manner at all times.
- Stay informed about current promotions.
- Follow all company policies and retail partner guidelines.

Requirements

- Excellent communication and interpersonal skills.
- Friendly, approachable, and confident speaking with the public.
- Positive attitude with a customer-first mindset.
- Comfortable initiating conversations with people you don't know.
- Strong organizational skills and attention to detail.
- Basic computer or tablet skills for entering customer information.
- Reliable, punctual, and able to work independently.
- Available to work flexible hours, including evenings and weekends.
- Standing for extended periods is required.
- High school diploma or equivalent is considered an asset.
- Previous customer service, retail, hospitality, or promotional experience is an asset but not required.

What We Offer

- Full-time or part-time, permanent hourly position
- Paid training and coaching
- Opportunities for career growth in the company
- Medical, vision & dental insurance*
- Life insurance*
- Matching Retirement plan*
- Paid time off
- Company events

This position is available on either a part-time or full-time basis. We offer a flexible scheduling approach and are looking for candidates who are available to work a variety of shifts, including weekdays, evenings, and weekends, based on business needs.

***Full-time employees are eligible to participate in our company benefit program, which includes medical benefits and retirement savings plan, following the applicable waiting period.**

We are an equal opportunity employer and welcome applications from interested individuals, however only candidates selected for an interview will be contacted.