

# John E Hussey

Huntingdon Valley, PA - Email me on Indeed: [indeed.com/r/John-E-Hussey/f6809ea940c035ea](https://www.indeed.com/r/John-E-Hussey/f6809ea940c035ea)

## WORK EXPERIENCE

### **HVAC Service Sales Engineer**

The Tustin Group Tustin Mechanical Services New Jersey Branch - Norristown, PA - November 2009 to September 2014

#### Responsibilities

Primarily responsible for Sales of HVAC Contracts, increased service contract base Tustin of NJ, 60% over period of 4 years, before being transferred to TCS, the general contracting division, total sales \$2,709,847, in excess of this figure. Participated in Equipment replacement sales, Project estimating, Up date and expanding existing Building Automation. Systems, increases Sales to clients requiring Chemical Water Treatment, Hydronic systems. Strong client base in central New Jersey. Work well with owner operated facilities. Prospecting and cold calling effective.

#### Accomplishments

Greatly increased service, base.

#### Skills Use

Organization, and experience in industry. Familiar with competition, service minded relationship with clients

## EDUCATION

### **BS Business Administration University of New Hampshire in Business**

University of New Hampshire