

Resume

Matthew McIntosh

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SUMMARY

Professional, experienced, successful HVAC service and sales technician. I have 5 years in the field as a service technician and 4 years experience in HVAC sales. I pride myself on my ability to maintain a 70% closing ratio through the last 2 years. My skills and abilities to perform at such a high level will prove invaluable and most certainly translate into a sales management role. I am ready to progress my career into a management role and I am undoubtedly well qualified to lead a high performance, goal oriented team. I will bring a passion for growth and healthy competition amongst my team and will provide an atmosphere that settles for nothing less than excellence. I am a natural leader who has gained experience in leadership since youth sports. I was voted team captain of all 3 high school sports I participated in; football, basketball and baseball. This experience proved invaluable as I have progressed through my career and developed team chemistry, comradery and healthy competitiveness along the way. I lead by example and expect the same from my team. Success breeds success and positivity breeds positivity. Combined success and positivity yield results. These life experiences have made me the man I am today and prepared me to succeed in management and leadership. I have acquired a 2 year associates degree in Applied Arts & Sciences with a major in Air Conditioning, Heating and Refrigeration Technology and a minor in Electrical Systems Technology. I finished at the top of my class at Stanly Community College, with a 3.97 GPA. I have my universal EPA license as well as ESCO group & HVAC Benchmark of Excellence certificates in Basic Refrigeration & Charging Procedures, Light Commercial Refrigeration, Heat Pump Technology, Gas Heat, Oil Heat and Electrical systems. I am Nexstar sales training certified and excel in customer interaction and satisfaction. I work well with others in group settings and am also self-sufficient and self-motivated. I am a positive minded person who brings creative new ideas to whatever team I am a part of. As previously mentioned, I have developed leadership skills through both my career as well as my participation in high school athletics. I will be an asset to any company and will always strive to grow and develop the company to reach new heights.

EXPERIENCE

Accu-Rite Services Inc, Sherrills Ford, NC

Sales Manager & Service Technician

August 2023-Present

Dilling/Climatech Home Services, Denver, NC

Sales & Service Technician

July 2021-July 2023

Boone Heating and Air, Boone, NC

Lead Install & Service Technician

November 2020-July 2021

Henson Mechanical Services, Denver, NC

Service Technician

December 2018-May 2019

EDUCATION

Stanly Community College, Albemarle, NC

Associates Degree in Applied Sciences- Air-conditioning, Heating & Refrigeration Technology

January 2017-September 2018

SKILLS

Blueprint reading
Load Calculation/Equipment sizing
Communication skills
Sales skills
Overcoming objections
Leadership
Professionalism
Problem Solving
Self-Motivated
Teamwork
Detail-oriented
Critical Thinking
Positive Attitude
Reliable & Dependable
Schematic Reading
Electrical wiring
Diagnostics/Troubleshooting

Certifications & Training

Associates Degree
Nexstar sales
HVAC Coaching Corner Class
Weldon Long Sales Training
ESCO group:
Gas Heat
Oil Heat
Light Commercial
Refrigeration
Heat Pump
Electrical Systems

