



**Here is a list of the many roles available in the HVAC-R Industry. There are a variety of roles available and not all of them are technical!**

**At an HVAC company:**

- Owner
- General Manager
- Office Manager
- Service Manager
- Project Manager
- Estimator
- Administrator
- Receptionist
- Customer Service
- Service Dispatch
- Accounting
- Sales
- Installer
- Technician

**At a Manufacturer:**

- Sales Rep (Residential, Commercial, Industrial)
- Sales Manager (Regional, National)
- Quotations Managers
- Warehouse Manager
- Order Pickers
- Technical Support
- Research & Development
- Warranty
- Product Engineer
- Product Trainer

- Parts Managers
- Accounting
- Marketing
  
- **At a Wholesaler/Supplier:**
- General Manager
- Sales Rep (Territory)
- Sales Manager (Regional, National)
- Branch Manager
- Counter Staff
- Order Pickers
- Program Co-Ordinators
- Project Managers
- Estimators

**Industry Associations:**

- Government Relations
- Program and Event Coordinators
- Sponsorship/Fundraising/Committee Leads