

Inside Sales Manager
Location: Sydney, NS
Term: Full Time, Permanent
Anticipated Start Date: As Soon As Possible

Advanced Glazings Ltd. are the #1 Leaders in Engineered Glass Daylighting Solutions. For more than two decades, Advanced Glazings Ltd. has been changing the way we experience daylight indoors. Our SOLERA® line of glass products provide the best quality natural light along with the highest thermal insulation performance in the world. It offers an energy efficient, sustainable way to provide natural daylight in buildings of all sizes.

Since our inception in 1995, we have installed more than 1,800 projects across all seven continents. With an impressive roster of international clients, our products have received resounding recognition from across the globe.

Our team is fueled by passion, collaboration, and exceptional customer experiences.

Be part of a company and teams with BIG opportunities. Every team at AGL gets excited about daylighting and the opportunity to help our customers (architects, building owners and design build teams) design and build naturally daylit spaces for their building occupants – It is why we are here!

We measure our success by our sales AND the number of happy customers we build relationships with.

To learn more about the company, visit <http://www.advancedglazings.com>

- Join a team that has revolutionized the way natural daylight is delivered into commercial spaces.
- This role requires energy and positivity. Help train team members on new strategies, techniques, set goals, and adjust performance while developing processes that drive sales.
- Use your sales experience to guide the activities and performance of the sales team effectively.
- We work in a team environment, so be ready to work with many different customers both internal and external!
- An important role is the ability to coach, mentor and provide feedback to team members and foster a competitive yet collaborative team environment.
- Be rewarded with a competitive annual salary and bonus structure, as well as benefits including medical and life insurance.
- Best of all Live and work in a community with quick commutes, affordable homes, beautiful scenery, and friendly people.

We are seeking a skilled and experienced Sales Manager to join our team in Sydney, Nova Scotia. This is an exciting opportunity for an energetic individual to work in a positive,

innovative, and fast paced environment. If you thrive on leading with a vision, this role is perfect for you!

The main goal of a Sales Manager is to meet our revenue targets through each sales representative (Architectural Product Consultant). Driving sales productivity and extracting the best performance from each individual employee. Coach individual sales representative one-on-one through phone work and prospecting help sessions.

In this role, you will be expected to:

- Motivate and advise sales representative to improve performance, as well as hiring and training new sales representatives.
- Achieve objectives through effective planning, setting sales goals, analyzing data on past performance, and projecting future performance.
- Ensure sales team (both external and internal sales representative) work cross-functionally with all other departments. For example, they will collaborate with marketing to generate new lead sources and expand the target customer base, or with R&D to communicate customer trends, and support sales coordinator with any concerns that may arise.
- Participate in a management team on strategic and tactical evaluation, planning and implementation of initiatives within the department

Qualifications:

- Three or more years' experience in a sales leadership role
- Strong verbal and written communication skills
- People driven personality & enjoy working in a team environment.
- Critical thinking and problem-solving skills
- Willingness to learn new things and adopt new technology.
- Ability to think on your feet and take initiative.
- Attention to detail
- Excellent time /management skills
- Set a good example for the team. Work according to company culture and values, prioritize ruthlessly, use good communication, and deliver results effectively.
- Ensure sales representatives work as positive unit and share their best practices.

About the Benefits

Besides a total compensation package of between 85k and 105K you will also enjoy the following benefits:

- Group medical and insurance benefits after 6 months
- High earning potential, depending on sales performance.

How to Apply:

Email your resume and cover letter to careers@advancedglazings.com (please be sure to specify: Inside Sales Manager in the subject line)

We thank all those who are interested in advance for applying for this position, however, only those selected for an interview will be contacted.