

Sales Manager

Location: Sydney, NS

Term: Full Time, Permanent

Anticipated Start Date: As Soon As Possible

Are you looking for a sales management opportunity with a company that recognizes the success of the company is tied to the growth and success of each of its employees? And has potential for a big upside?

We are looking for a Sales Manager who can use their skill set to take our sales team to new levels. Advanced Glazings Ltd. products, Solera and SoleraWall, are among the most exciting innovations in the building industry. We sell occupant experiences - beautiful naturally daylight buildings, by helping architects create customized solutions for their clients. We are well established, having over 2000 projects up in North America and around the world, and are ready to scale by upping our sales game.

Why do we want you - we have just scratched the surface of our market penetration and are ready to go to the next level. To get there, we need an energetic leader who wants to make an impact. We need someone who understands that sales results happen when your employees successfully execute from a common playbook. If you get how to measure, coach, and motivate, then you have the key to success.

What are we looking for?

- Someone who is driven to make a make an impact.
- A natural leader to inspire, guide and mentor a sales team.
- A guide and mentor who can transfer sales strategies and skills to their team, helping each member of the team to succeed.
- Manage, Measure and Best Practice Methodology - 3 key components to successful sales teams.
- Coach individual sales representative one-on-one through phone work and prospecting help sessions
- Someone who loves sales and being part of a management team where the status quo is not part of our DNA.

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
 - Ability to think on your feet and take initiative.
 - 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:

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

Join a team that has revolutionized the way natural daylight is delivered into commercial spaces. If this sounds like the right opportunity for you, we would be interested in hearing from you.

What is in it for you?

In addition to a total compensation package of between 87K to 129K you will also enjoy the following benefits:

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

Best of all you will get to live and work in a community with quick commutes, affordable homes, beautiful scenery, and friendly people.

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.