

## **Job Description: Sales Representative – People Person Wanted!**

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Position Title: Sales Representative

Location: [Sydney, Nova Scotia]

Job Type: [Full-Time]

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### **Do you love talking to people and making connections?**

If you're someone who never meets a stranger, thrives on good conversation, and has a can-do attitude, this might be your perfect opportunity! We're looking for motivated, high-energy individuals who are ready to build a career in sales. No experience needed—we provide full training!

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### **Key Responsibilities:**

- Build meaningful relationships with customers and deliver a 5-star experience every time
  - Use CRM software to manage leads, track interactions, and follow up efficiently
  - Conduct engaging online presentations and virtual product demos
  - Learn and apply proven sales strategies to hit performance goals
  - Follow up on leads and inquiries in a timely, professional manner
  - Maintain accurate records of sales activities and pipeline status
  - Prioritize customer satisfaction in every step of the sales process
  - Work collaboratively with team members and management to continuously improve
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### **What We're Looking For:**

- A friendly, outgoing personality with a passion for people
  - Confidence in speaking and presenting online
  - Strong communication (verbal & written) and active listening skills
  - Tech-savvy and comfortable using digital tools like CRM systems
  - Self-starter who's coachable and eager to learn
  - Organized and detail-oriented with solid time management
  - Dedicated to providing a positive customer experience
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### **What We Offer:**

- Comprehensive training—no prior experience needed
  - A supportive and energetic team environment
  - Opportunities for growth and career advancement
  - Uncapped earning potential
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## About Us

Established in 1995, **Advanced Glazings Ltd.** is rapidly expanding. We don't just manufacture and sell translucent glazing products for the building industry. We are in the business of helping our customers create “Better Buildings” for owners but also for the occupants who live and work in them and the communities in which they are an integral part of - It is why we are here!

Advanced Glazings Ltd. has over 3500 projects across North America and globally,

Learn more about Advanced Glazings Ltd: <https://www.advancedglazings.com>


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## Why Us?

We are different. We just don't want to sell our products. We want to help create “Better Buildings for Humans” one building at a time, creating beautifully naturally daylit spaces that look and feel good from the inside and the outside. Our goal is to create a meaningful work environment where our employees find joy and purpose. We believe in our Ethical Guidelines:

- Our customers are #1
  - Help Others Succeed
  - Build and Maintain Functional Relationships with Everyone
  - Trust
  - Openness, Honesty, and Transparency
  - Respect
  - Common Sense
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## What We Offer

 **Competitive Compensation:** Starting annual salary range from \$40,000 to \$60,000 CDN depending on experience and qualifications (inclusive of base salary and performance incentive). Higher earning potential, depending on sales performance.



**Comprehensive Benefits Package:** (available after 6 months full-time).



**Training and Growth Opportunities:** Training and other skills development programs to help you advance your career.



**Paid Vacation:** Starting at two weeks

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## Ready to turn your personality into a paycheck?

Apply today and let's build your career—one conversation at a time! To apply, send your resume to [careers@advancedglazings.com](mailto:careers@advancedglazings.com). Only those selected for an interview will be contacted.