



ADVANCED GLAZINGS USA INC

Location: Wilmington, NC (This position is only open to those legally eligible to work in the United States)

Term: Permanent, 40 hours per week

Anticipated Start Date: June/July

Type: In-Office Only (Training may take place at our home branch in Sydney, Nova Scotia)

Are you a motivated and dynamic sales professional looking for an exciting opportunity to drive business growth? Do you excel at building and maintaining strong client relationships? If so, we have the perfect role for you!

Advanced Glazings Ltd. is expanding our operations to Wilmington, North Carolina, and we are searching for a talented Sales professional to join our sales team. This is a unique opportunity to be part of our growth from the ground up and make a significant impact on our success.

About the Role

You will be a key player in our Wilmington branch, responsible for creating new sales opportunities, driving sales and fostering strong relationships with our clients. Your responsibilities will include:

- Developing and executing sales strategies to meet and exceed sales targets.
- Building and maintaining relationships with new and existing clients.
- Understanding client needs and providing tailored solutions.
- Managing the sales process from lead generation to closing deals.
- Collaborating with internal teams to ensure customer satisfaction.
- Presenting Sales Presentations

About You

Advanced Glazings Ltd. values attitude and aptitude! Here are some qualities and qualifications that would make you a great fit for this role:

- Proven experience in sales, preferably in the construction industry.
- Strong understanding of sales principles and techniques.
- Excellent communication and interpersonal skills.
- Ability to build and maintain strong client relationships.
- Results-driven with a proactive approach to sales.
- Strong organizational skills and attention to detail.
- Ability to work independently and as part of a team.

Advanced Glazings USA Inc

929 N Front Street, Suite 460. Wilmington, NC 28401

1-888-452-0464 info@advancedglazings.com

www.advancedglazings.com

SoleraWall®
INSULATED GLASS DAYLIGHTING SYSTEM

Solera®
INSULATED GLASS DAYLIGHTING UNITS



ADVANCED GLAZINGS USA INC

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 Protocase: <https://www.advancedglazings.com>


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 space 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

What We Offer

 **Competitive Compensation:** Starting annual salary range from \$50,000 to \$75,000 USD depending on experience and qualifications (inclusive of base salary and performance incentive).

 **Comprehensive Benefits Package:** Including Medical, Dental, Life Insurance, and Group Insurance (available after 6 months full-time).

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

 **Paid Vacation:** Starting at two weeks, increasing to three weeks after three years, and four weeks after five years.

If you're ready to take on an exciting new challenge and play a crucial role in our expansion, we want to hear from you. Apply today to become a Sales Account Manager at our Wilmington branch and help us build something amazing from the ground up!

Advanced Glazings USA Inc

929 N Front Street, Suite 460. Wilmington, NC 28401

1-888-452-0464 info@advancedglazings.com

www.advancedglazings.com

