

Sales Professional – Architectural Construction Products

Location: Sydney, Nova Scotia (This position is only open to those legally eligible to work in Canada)

Term: Permanent, 40 hours per week

Anticipated Start Date: As soon as possible

Type: In-Office

About Us

At Advanced Glazings Ltd., we don't just manufacture and sell translucent glazing systems — we help architects, designers, and building owners create Better Buildings for Humans™. Our solutions improve comfort, energy efficiency, and the experience of the people who live and work within them while positively impacting the communities they serve.

We've built a high-performance, relationship-driven culture focused on listening, understanding customer needs, and delivering practical solutions.

Position Overview

We're seeking a motivated, relationship driven sales professional to develop architects, designers, contractors, developers, and building owners as customers for our glazing and daylighting solutions.

For driven sales professionals, this is an opportunity to represent an innovative product, build meaningful relationships, and **unlock exceptional earning potential through a highly rewarding performance-based compensation program where top performers are financially recognized for the results they deliver**

Key Responsibilities

- Develop and grow relationships with architects, developers, general contractors, glazing contractors, and building owners
- Identify, qualify, and pursue high-value project opportunities within the assigned territory
- Drive specifications and product positioning early in the design process
- Deliver compelling product presentations, Lunch & Learns, and technical sales meetings both in-person and virtually
- Manage long-cycle project sales from prospecting and specification through bidding, award, and close
- Maintain consistent communication and follow-up with customers to build long-term partnerships and repeat business
- Track pipeline activity, forecasts, and customer engagement within CRM systems
- Consistently achieve and exceed sales targets, growth objectives, and performance metrics through proactive business development and relationship management
- Align your work schedule with the business hours of your assigned sales territory (may range from 10am–6pm AST).

Qualifications

- Proven history of consistently exceeding sales targets and driving revenue growth
- High-performance, competitive mindset with a strong drive to succeed financially
- Exceptional relationship-building and communication skills with the ability to influence decision-makers
- Experience managing complex, long-cycle sales within construction products, architectural products, or related industries

- Confident leading presentations, customer meetings, and high-level business discussions
- Self-motivated, disciplined, and capable of building and managing a territory independently
- Strong CRM discipline with experience managing pipelines, follow-up activity, forecasting, and customer engagement
- Skilled at identifying opportunities, closing business, and developing long-term customer partnerships
- Strong business acumen with the ability to understand customer challenges and position value-driven solutions

Compensation – What We Offer

- Competitive pay with performance-based incentives - Starting annual salary range from \$55,000 to \$75,000 CDN depending on experience and qualifications (inclusive of base salary and performance incentive).
- Benefits package
- Career growth within a growing North American company
- Supportive, team-oriented culture and professional development

Apply

If you are a driven sales professional who thrives on building strong relationships, delivering results, and being highly rewarded for your performance, we would love to hear from you.

To apply, send your resume to careers@advancedglazings.com. Only those selected for an interview will be contacted.

👉 www.advancedglazings.com