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Area Sales Representative

Description

Raven Windows Inc. is a supply and distribution company offering top-line German engineered Tilt & Turn windows and doors from world renowned brands like Kommerling and Unilux, and also has a manufacturing line in Mississauga, for the innovative Belgium Reynaers aluminum profiles.

With a long experience of providing quality products across Canada and USA, we are a fast growing business with a family mentality at heart.

Raven Windows Toronto Inc. is looking for an Area Sales Manager to support and grow our network of dealers (window companies) but also our builders, architects, designers and home-owners portfolio.

We're looking for an ambitious, innovative and professional candidate with a proven track record of developing relationships with Canadian businesses. The ideal candidate will have existing knowledge of B2B sales in construction/ windows industry.

1 Positions for GTA

What we offer:

- Fix + Commission based salary (unlimited possibilities of earnings with our top-line products on a growing construction market)
- Company car, cell phone, laptop
- Incentives based on results (benefits, sales bonuses)
- Flexible schedule
- Professional development and training courses
- An extensive line of industry leading, award winning products and service to support your sales efforts
- On-going coaching from your sales manager and leadership team
- Excellent tools and support for success

Your skills/qualifications:

- Experience in Business to Business sales within the construction/windows industry is mandatory
- An entrepreneurial self-starter who can operate with minimal supervision and is motivated to follow up and close sales
- An individual with strong business acumen, including knowledge of different business models and the importance of return on investment
- Presentation Skills, Closing Skills, Motivation for Sales, Sales Planning, Territory Management, Prospecting Skills, Persistence, Meeting Sales Goals
- Ambition and a thirst to learn is a must
- Experience managing a sales pipeline
- Desire to work on a competitive, target-driven bases
- Highly disciplined, with excellent time management & organizational skills

Hiring organization

Raven Windows Toronto Inc.

Employment Type

Full-time

Job Location

Toronto

Base Salary

\$ 4000

Date posted

2023-04-03

