



Inside Sales – Account Manager

Location: Sydney, NS

Term: Full Time, Permanent

Anticipated Start Date: As Soon As Possible

Advanced Glazings Ltd. are the #1 Leaders in Engineered Glass Daylighting Solutions. For more than two decades, Advanced Glazings Ltd. has been changing the way we experience natural daylight indoors. Our SOLERA® line of glass products provide the best quality natural daylight and insane insulation value. We sell incredible naturally daylit occupant experiences.

Since our inception in 1995, we have installed more than 2000 projects across all seven continents. With an impressive roster of international clients, our products have received resounding recognition from across the globe. To learn more about the company, visit <http://www.advancedglazings.com>

Our team is fueled by passion, collaboration, and exceptional customer experiences. Be part of a company and teams with BIG opportunities. Every team at AGL gets excited about daylighting and the opportunity to help our customers (architects, building owners and design build teams) design and build naturally daylit spaces for their building occupants – It is why we are here!

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.

- This role requires energy and positivity – creating exceptional customer experiences.
- We work in a collaborative team environment, so be ready to work with many different customers both internal and external!
- Be rewarded with a competitive annual salary, as well as benefits including medical and life insurance.
- Best of all Live and work in a community with quick commutes, affordable homes, beautiful scenery, and friendly people.

We are looking for someone who is passionate about sales and would like a chance to be part of a growing, innovative, hardworking, and hungry North American sales team. If you are tired of selling traditional products and want a chance to join a company where innovation is paramount and each project different, we would like to meet you.

For us it is about finding the right person, a dynamic candidate who enjoys interacting with people and is driven by sales goals and their personal need to succeed.

This role will be made up of both proactive outreach to potential customers and inbound activity.

www.advancedglazings.com

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Solera
INSULATED GLASS DAYLIGHTING PANELS

SoleraWall™
INSULATED GLASS DAYLIGHTING SYSTEM

Your Opportunity to:

- Become a vital part of the design profession's "go to" consulting product representative community.
- Become a part of a team where we value you and your contributions.
- Be a vital part of the design development process for buildings of all types.
- Interact with an active team of motivated colleagues with a proactive "can do" culture
- Enjoy the fruits of a compensation and benefits package with strong base and unlimited transactional commissions

The Opportunity:

- Promote and sell Solera glazing's for architectural daylighting, by interacting with architects, glazing contractors, and building owners.
- Grow business and exceed sales targets through active engagement with architects, building owners and glaziers on the benefits of Solera.
- Provide exceptional customer experiences ensuring our mutual success on each project.
- Manage and Track your sales activities throughout the sales cycle using our CRM system.
- Present our popular Lunch & Learn presentation to architects and glaziers.
- Identify potential customers and projects through use of industry databases and other methods.
- Serve as an ambassador for our company, our products, and our brand.

About the Benefits:

Besides a salary (inclusive of a performance-based bonus structure) that ranges between \$40,000 and \$60,000 for a nominal 40-hour week you will also enjoy the following benefits:

- Medical, Life Insurance after six months
- Two weeks vacations
- High earning potential, depending on sales performance.

If you think you are the right fit for us, you operate with a balance of drive and passion to succeed yet have the discipline to work within a collaborative successful sales model we would like to hear from you.

To apply, send your resume to careers@advancedglazings.com. We look forward to hearing from you.

We thank all those who are interested in advance for applying for this position, however, only those selected for an interview will be contacted.