



<b>Job Title</b>	Contractor Sales Representative Greater HRM
<b>Reports to</b>	Director of Business Development and Marketing

### **Allsco Window, Doors & Siding**

Allsco is a Maritime Based company producing quality windows and doors for over 40 years. Allsco started as a family-business in 1976 building quality windows and doors for Atlantic Canadian homes. Allsco is now owned by the Atis Group, a Canadian leader in door and window manufacturing.

Atis Group Inc. is one Canada's largest manufacturers of doors and windows, with its 9 plants, 30 stores, 1400 employees and approximately 200 million dollars in income. The group manufactures, distributes and markets a full range of doors, windows and energy-efficient products for the residential and commercial renovation and construction markets through its affiliates: Allsco, Altek, Alweather, Atis Doors and Windows, Extrusion SP, Laflamme, SDI, Vinylbilt Windows & Doors and Vitrierie Lévis.

Our production facility and main offices are located in Moncton, NB. Allsco values building strong partnerships with our customers. Quality products, competitive prices and reliable delivery have been key to our success.

### **Position Overview:**

Reporting to the Director of Business Development and Marketing, this position is responsible for the growth of new business and the management and continued growth of existing business.

### **Duties and Responsibilities:**

- Manages all aspects of sales, customer relations and reporting for assigned territories
- Target new business and managing existing accounts
- Focus sales efforts by analyzing existing and potential new business
- Create new revenue streams
- Executes sales strategies, tactics and tools – supporting the existing customer base as well as developing new account growth
- Submits weekly activity reports and participates on weekly sales calls
- Monitors the competition through marketplace information on pricing, products, new products, etc. and recommending changes based on this information
- Responsible for sales forecasting, budgeting and tracking
- Works with Allsco sales team, involved with resolving customer complaints by investigating problems, developing solutions, and making recommendations to management
- As a window/door expert, serves as a resource to the market

- Develops and maintains strong relationships with contractors through regular account visits
- Provides training, support, business analysis (identifies areas to improve upon to be more effective, increase sales and improve business) to customers
- Review building plans and drawings and be able to provide quote for Windows/Doors/Siding
- Working with quoting programs to provide detailed customer pricing
- Utilizes training tools to assist customers with product knowledge and sales
- Works closely with the Director of Business Development & Marketing
- Frequent travel is required within the assigned territory to job sites and customer locations

#### **Qualifications:**

- 3+ years experience in a sales role in the window, door, building, construction and home renovation business would be considered an asset
- Post secondary education is preferred
- Proficient computer skills; Microsoft Word, Excel, PowerPoint, Outlook
- Advanced facilitation skills
- Superior planning and time management skills
- Ability to prioritize and manage multiple tasks and work efficiently under pressure in a fast paced, deadline-oriented environment
- Excellent relationship-building, sales and negotiation skills
- Strong communication skills
- Assertive, self-motivated and goal oriented
- Problem solving ability
- Other duties as assigned
- Experience with local Building Codes
- Experience reading Building Plans and Drawings

**NOTE:** This job description is not intended to be all-inclusive. The employee may perform other related duties as required to meet the ongoing needs of the organization.

**To apply, please submit your cover letter and resume to [hire@allsco.com](mailto:hire@allsco.com).**