



SALES ASSOCIATE: MONCTON

ALWEATHER WINDOWS & DOORS

Alweather Windows & Doors is a solid industry leading supplier and installer of windows, doors, patio doors, siding and more. In partnership with ALLSCO, we have been proudly serving the Maritimes for close to 50 years. If you are a dynamic individual seeking to help Alweather expand its operations into the greater Moncton area this opportunity is for you.

Alweather and Allsco, constitutes the Maritime Division of the Atis Group, a Canadian leader in door and window manufacturing with 9 plants, 30 stores and 1400 employees. 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 various affiliates.

Alweather currently has retail store fronts in 6 locations throughout Nova Scotia and Prince Edward Island. ALLSCO's production and office facilities are located in Moncton, NB. Our local team, quality/affordable products and core values are the key to our success.

DUTIES AND RESPONSIBILITIES:

- Provide a professional sales experience to clients both during at home or in office appointments while explaining products and installation process to assist in their decision making
- Preparation and presentation of quotes to customer
- Preparation of all internal documents such as required; orders, purchase orders, receiving documents, invoicing
- Maximizing the sales potential of every customer in order to achieve monthly and annual sales targets
- Ensure that the sales generated by you are concluded according to our price list and approved discount rates
- Works well with installation team members and sales associates to realize best experience possible for the customer
- Report issues to be resolved, improvements to be made and solutions to be provided

- Ensures outstanding quality customer service through professional, dynamic and competent interactions
- Increase the company's exposure within the greater Moncton area by participating in various events
- Actively participate in soliciting and business development efforts
- Effectively manage any customer conflict that may arise
- Resolving customer complaints with the Sales Team by investigating problems, offering solutions, and making recommendations to management
- Assume such other duties and responsibilities as may from time to time be assigned to you by the Company.

QUALIFICATIONS:

- Minimum of 3-5 years' experience in a sales role in the window, door, building products and construction/home renovation
- Ability to work off ladder at heights
- Ability to read blue print and shop drawings considered an asset
- Post-secondary education not required but considered an asset
- Proficient computer skills; Microsoft Word, Excel, Outlook, In-house Software
- Highly organized, professional, friendly and results oriented
- Excellent planning and time management skills
- Ability to prioritize and manage multiple tasks and work efficiently under pressure
- Excellent relationship-building, sales and negotiation skills
- Strong communication skills
- Self-motivated and goal oriented
- Problem solving ability
- Bilingualism is an asset

TO APPLY: SUBMIT A RESUME TO HIRING@ALLSCO.COM