

## Job Description - Sales Representative (BC-region)

### Overview:

Cascadia Windows & Doors is an innovative, industry leader, creating beautifully designed architectural fiberglass windows, doors and cladding support systems. Included in some of the most exciting and award-winning construction projects across North America, Cascadia's goal is to help revolutionize the energy-efficiency of modern buildings and drive the adoption of high-performance building products.

As an integral part of our Sales Team, the Residential Sales Representative role is responsible for leading residential sales efforts of Cascadia products across British Columbia and other core markets. Reporting to the Vice President of Sales and Marketing, this role acts as a positive ambassador for Cascadia, growing relationships and opportunities among existing customers, as well as developing opportunities with key target customers.

### General List of Responsibilities:

- Qualify inbound residential project opportunities and educate customers on Cascadia's product offering and key differentiators
- Independently source, identify and pre-qualify prospective residential projects
- Review project drawings and documents, providing technical support and design assistance
- Prepare and deliver quotations for customers
- Proactively follow-up on existing quotes and negotiate pricing
- Prospecting Architects, Builders, General Contractors, Energy Consultants and other key target customers
- Represent Cascadia at relevant tradeshow/industry events
- Provide weekly sales update, outlining health and status of new potential opportunities, as well as pending and existing projects
- Collaborate on development of sales targets and territory sales plans
- Active customer management through CRM adherence
- Provide on-site support to key customers as projects require
- Facilitate responses to technical inquiries from customers, designers, engineers, and others, co-ordinating with Cascadia's technical team and agents to provide timely responses
- Continuously learn about our products and industry

### Qualifications:

- 2-3 years of previous work experience in construction product sales is an asset, with preference given to window sales
- Experience in MS Word, Excel and working with an ERP/CRM system
- Drive to work in a fast paced and rapidly changing environment
- Experience working in a manufacturing organization is a plus

### Demonstrated Skills:

- Passionate problem solver, inquirer, learner
- Strong customer orientation; excellent interpersonal and communication skills
- Technical, analytical, and thoughtful; a demonstrated ability to effectively organize and prioritize multiple tasks and activities
- A strong team player, who is ultimately focused on delivering results with high standards

### What We Offer:

- An opportunity to make your mark in a well-established but growing company that is focussed on helping the construction industry achieve higher performing buildings

- Competitive salary and benefits program
- Continuous training and opportunities to learn with a knowledge-based company that is at the forefront of the green building movement

The role is based in the head office in Langley, BC working Monday-Friday full-time and reporting to the Vice President of Sales and Marketing.