



CASCADIA WINDOWS LTD.

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Outside Window Sales Representative - BC

Department	Sales team
Report to	VP Sales & Marketing
Location	Langley, BC
Job Type	Full-time

Company Overview

Cascadia Windows Ltd. is an industry leader in fiberglass construction product innovation and manufacturing. We specialize in windows, doors and cladding support systems of the highest quality. Our products are known for demonstrating cutting edge technology, pertaining to energy efficiency and durability. In just 10 years, Cascadia has attained recognition for its innovative technologies on local and international scales. Cascadia continues to grow today.

Cascadia's mission is to lead North America's transition to energy-efficient building design. We recognize the importance of clean construction technology and have established ourselves as a driving force behind reducing the environmental harm caused by buildings. We are delighted to meet new team members who are equally enthusiastic in becoming a part of the industry's transition to green building construction.

Job Description – *Outside Window Sales Rep*

This is an exciting position, with multiple career advancement opportunities.

You must have your own vehicle, valid driver's license, and the ability to travel within Greater Vancouver, plus short trips within BC and occasionally outside of BC. A valid passport is also an asset. Use of own vehicle is compensated.

Job Responsibilities – *Outside Window Sales Rep*

Marketing & Promotion

- Educating the architectural community on our new fiberglass window products
- Provide presentations and face-to-face meetings to promote our products

- Attend trade shows to promote our products to architects and engineers
- Providing sales support to architects and specifiers that are planning to utilize our products
- Qualifying and managing requests for quotes
- Following up on leads and pending opportunities
- Maintaining client contact and future client contact

Sales

- Independently identify prospect projects in your territory
- Develop and attend sales meetings; close on contracts
- Cross market and support other Cascadia products

Other Activities

- Developing marketing materials, preparing regular reports, and other tasks as needed
- Continuously learn more about our industry and our products

Required Personal Attributes

- ✓ Must have a genuine interest in being a part of the construction industry's transition to reducing energy consumption in buildings
- ✓ Must enjoy and be expressive in face-to-face and group meetings and presentations
- ✓ Positive, resilient attitude
- ✓ Do-what-it-takes attitude to get the job done
- ✓ Reliable and responsive

Preferred Qualifications

- ✓ 2 years' experience in the construction industry, preferably with a focus on building science or within the fenestration industry
- ✓ Education in architecture and/or building technology
- ✓ Strong skills with Microsoft Word, Excel and PowerPoint
- ✓ Window experience is preferred
- ✓ Sales and/or promotional experience
- ✓ Presentation skills – or the interest to develop them – is required
- ✓ Passive House education/training is an asset

Cascadia working environment

Cascadia recognizes that skilled, motivated, and committed employees are the key to our success. As a member of the Cascadia team, you will enjoy:

- **Education** New recruits are provided with job training and learning sessions for further development.
- **Advancement** Opportunities for employees to grow within the company are not missed. Education and career development are strongly encouraged and financially supported.
- **Recognition** Weekly, monthly, and yearly employee recognition events are held to acknowledge team members' achievements and to show appreciation for their time with Cascadia.
- **Compensation** Cascadia employees are provided with strong extended medical and dental benefits package and receive salary at a pay scale above average for the industry.

Compensation will be based on relevant skills, experience and education.

Cascadia is an equal opportunity employer and we are committed to fostering an inclusive environment where all team members feel supported and respected.

Please send expressions of interest and resumes for this position to Mike Battistel – President, at: mbattistel@cascadiawindows.com