



Territory Sales Representative – Powell River

Full Time: Permanent, Full-Time - Salary

Work Location: Powell River, BC

Job Category: Outside Sales

Area of Specialization: Sales

Wage Expectations: \$60,000 - \$100,000+ (Inc. Base Salary + Commission + Bonus Structure)

Specific Job Training: To Be Provided

Work Site Environment: Office/Field Sales

Modern has been proudly supporting the building industry on the Sunshine Coast, Vancouver Island and the Lower Mainland and is the local source of quality windows, doors and building products since 1986. Our customers include DIY, residential and commercial builders.

In this full-time position, you will play a key role in supporting our Sales Team as part of the Powell River Branch. As a results-driven sales person, you bring a proven track record of success in a customer-focused, performance-oriented environment. You are solutions-focused, self-reliant, and driven by integrity and personal accountability. Your entrepreneurial mindset and proactive approach will contribute to our continued success by helping to meet and exceed market development goals. In this role, you will leverage your skills to support both our business and our customers in the following ways:

Key Job Responsibilities:

- Initiate the sales process by prospecting and qualifying opportunities.
- Build strong customer relationships, meet with customers and follow-up on customer inquiries.
- Engage with current and prospective customers by understanding their needs and recommending relevant products and solutions.
- Manage and grow existing customer base as well as target new business opportunities within your territory.
- Work collaboratively with the Operations Team in order to achieve installation goals and exceed customer expectations.
- Address customer issues and queries when required, ensuring that all customer concerns are resolved in a timely fashion and with positive outcomes.
- Generate supplier RFQ's, create product purchase orders and present customer estimates and quotes.
- Stay updated on industry trends and product knowledge, attend industry events and trade shows, and adapt to changes in the sales environment.

Required Education, Skills and Qualifications:

- A broad knowledge of residential and commercial windows, interior and exterior doors, building envelope, siding, soffit, gutters, railing systems and garage doors.
- Sound understanding of building code requirements for windows, doors, and railings to ensure compliance.
- Ability to accurately measure and read architectural drawings.
- Excellent communication skills with demonstrated ability to engage, influence and negotiate with current and prospective customers by understanding their needs and recommending relevant products and solutions.
- Strong written and verbal communication and negotiation skills.
- Proficient in technology and software including MS Office 365, CRM and CAD design programs.
- Excellent organizational and time management skills with the ability to prioritize tasks and manage priorities while meeting deadlines.

Environmental & Physical/Mental Demands:

- Sustain a high level of professionalism at all times within a fast paced and spontaneous business environment.
- Must own a vehicle with valid BC driver's license
- The physical demands of this job require the employee to have good coordination and be able to lift up to 11-23kg (25-50lbs.)
- Must be committed to working safely and following all health and safety policies.

Total Pay Package: Competitive compensation including salary as well as commission, bonus, vehicle stipend or fleet vehicle, company mobile phone, and extended benefits plan including, health and dental available at 6 months.

Please provide resume & references to: humanresources@modern.ca or mail to: 1-7045 Field Street Powell River, BC V8A 0A1; all resumes to the attention of Human Resources

Modern is an equal opportunity employer of all qualified individuals and are committed to creating a diverse and inclusive team.