



Architectural Product Consultant – Territory Ohio/Michigan

We are looking for someone based in the Ohio/Michigan area who is passionate about sales and would like a chance to be part of a growing, innovative, hardworking and hungry North American sales team. If you are tired of selling traditional products and want a chance to join a company where innovation is paramount and each project different, we would like to meet you.

Who We Are – *Advanced Glazings Ltd.*, based in Sydney, Nova Scotia. We create and make for sale, leading-edge glass fenestration technologies that bring natural daylight and insane insulation values into buildings of all types, improving the quality, aesthetics and energy efficiency of indoor spaces. At Advanced Glazings Ltd. we are passionate about our community, what we do, and working together with our customers to create exceptional buildings and working environments that just make people feel good and promote a sustainable model of energy efficiency.

We are leaders in the industry, with thousands of projects installed across North America, Europe and the Middle East. Some of our projects include, Toronto Raptors practice facility, Gerald Ford International Airport, Minneapolis International Airport, Toronto Zoo, Northwestern University, Washington University School of Medicine, Kuwait University, Sacramento Kings Arena, Virginia Museum of Fine Art and the Smithsonian Institute to name a few.

While sales experience in consultative architectural sales would be an asset, for us it is more about finding the right person. In this opportunity looks like the right fit for you we would love to hear from you.

Your Opportunity to:

- Become a vital part of the design profession's "go to" consulting product reps community.
- Be a vital part of the design development process for buildings of all types.
- Work from home
- Travel regionally
- Interact with an active team of motivated colleagues with a proactive "can do" culture
- Enjoy the fruits of a compensation and benefits package with strong base and *unlimited transactional commissions*

The Opportunity

- Promote and sell Solera glazing's for architectural daylighting, by interacting with architects, glazing contractors, and building owners.

Advanced Glazings Ltd.
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- Grow business and exceed sales targets through active engagement with architects, building owners and glaziers on the benefits of Solera.
- Provide exceptional customer experiences ensuring our mutual success on each project.
- Manage and Track your sales activities throughout the sales cycle using our CRM system.
- Present our popular Lunch & Learn presentation to architects and glaziers.
- Identify potential customers and projects through use of industry databases and other methods.
- Serve as an ambassador for our company, our products and our brand.

If you think you are the right fit for us, you operate with a balance of drive and passion to succeed, yet have the discipline to work within a collaborative successful sales model we would like to hear from you.

To apply, send your resume to careers@advancedglazings.com. We look forward to hearing from you.

Advanced Glazings Ltd. offers a competitive salary and benefits package.