

JELD-WEN is currently seeking a **Territory Sales Manager** to support our continued growth in Manitoba. This role focuses on maximizing sales with existing customers while actively pursuing new business opportunities. The ideal candidate will be a driven, customer-focused professional with strong presentation skills and a passion for in-person engagement.

#### **Key Responsibilities:**

- Manage and grow sales with existing accounts through regular in-person visits and relationship building
- Prospect and develop new accounts to expand market share in our window and door product categories
- Collaborate with internal teams (inside sales, pricing, leadership) and external stakeholders (store owners, associates)
- Resolve customer issues, address concerns, and deliver solutions effectively
- Represent JELD-WEN professionally in all sales activities and interactions
- Train store staff on JELD-WEN products, features, and selling strategies
- Develop call schedules and sales plans using market data and insights
- Monitor and report on store-level sales performance, assortment opportunities, and merchandising improvements
- Conduct store visits to support product placement, provide training, and ensure customer service excellence
- Help customers identify and execute strategies for growing their JELD-WEN business

#### **Key Competencies:**

- **Analytical:** Able to collect, interpret, and act on sales and market data
- **Strategic Thinking:** Understand market dynamics and adapt strategies accordingly
- **Presentation & Negotiation:** Confident communicator with strong influencing skills
- **Problem Solving:** Quick to identify root causes and implement effective solutions
- **Detail-Oriented:** Accurate and thorough in data handling and reporting
- **Collaborative:** A team player who works well with internal partners and customers
- **Customer-Focused:** Committed to exceeding customer expectations
- **Adaptable:** Skilled at navigating change and building buy-in
- **Leadership:** Confident, persuasive, and respected by peers and customers
- **Integrity:** Upholds company values and ethical standards

#### **Qualifications:**

- Associate's degree or equivalent; or minimum of 5 years of related sales experience, ideally in the windows and doors industry
- Ability to read blueprints and complete window and door take-offs
- Proficient in Microsoft Office (Outlook, Excel, Word, PowerPoint), CRM tools, and electronic pricing platforms
- Strong math skills, including understanding of percentages, volumes, and geometry
- Valid driver's license and willingness to travel approximately 50% of the time