

Technical Sales Representative – Commercial Sales

Calgary, AB | Full-Time | Monday–Friday

Only Canadian-based applicants will be considered

Commercial Sales Experience Required

Alliance Door Products is looking for a **Technical Sales Representative with commercial sales experience in the door industry or a related building/construction industry.**

If you have experience selling to **commercial contractors, builders, developers, distributors, architects, or other construction professionals**, and you enjoy developing customer relationships, identifying sales opportunities, and providing technical product solutions, this could be a great opportunity to join our growing team.

Door, hardware, millwork, or building products experience is strongly preferred.

About the Role

This position combines **inside technical sales, customer service, quoting, order management, and outside sales**. Approximately **10–15% of the role will involve outside sales**, with a focus on customers involved in **multi-family, commercial, and building projects**.

You will work closely with customers and internal teams to provide product solutions, prepare quotations, manage orders, follow up on opportunities, and ensure customers receive accurate and timely service.

Key Responsibilities

- Develop and maintain relationships with commercial customers, contractors, builders, developers, and other industry professionals.
- Identify and pursue sales opportunities within the commercial and multi-family building sectors.
- Conduct customer visits and support outside sales activities.
- Prepare accurate quotations, estimates, and pricing for commercial projects.
- Understand customer and project requirements and recommend appropriate door, hardware, millwork, and building product solutions.
- Process customer and vendor purchase orders accurately and efficiently.
- Respond to customer inquiries and provide knowledgeable product and technical support.
- Follow up on quotations and actively work to convert opportunities into orders.
- Track orders from quotation through delivery and communicate updates to customers.

- Work with vendors and internal departments to resolve product, pricing, delivery, and order-related issues.
- Provide professional, responsive, and solution-focused customer service.
- Build strong knowledge of Alliance products, systems, and processes.
- Support the growth of existing accounts and development of new commercial business.

What We're Looking For

Our ideal candidate has:

- **2+ years of commercial sales, technical sales, inside sales, or customer service experience.**
- **Experience in the door industry, building products, construction, millwork, architectural products, or a related industry.**
- Experience working with **commercial contractors, builders, developers, architects, distributors, or construction professionals.**
- A proven ability to develop and maintain strong customer relationships.
- Strong communication, organization, and follow-through skills.
- Excellent attention to detail and accuracy.
- The ability to manage multiple quotations, orders, projects, and customer requests at the same time.
- The ability to quickly learn technical product information and apply it to customer needs.
- Strong problem-solving and decision-making skills.
- The ability to work independently while contributing effectively to a team.
- Strong Microsoft Office and general computer skills.
- Experience with estimating, costing, pricing, or spreadsheets is preferred.
- A professional, customer-focused approach, including the ability to handle challenging customer situations.

About Alliance Door Products

Alliance Door Products is a leading manufacturer and distributor of **residential and commercial doors, architectural interior and exterior doors, door systems, hardware, and millwork products** across Canada and the US.

As a family-owned-and-operated business, we strive to be honorable in all we do, help others, pursue excellence, and grow profitably. We are committed to serving our customers and the communities where we live and work through excellence in business, quality products, and dependable service.

See what our employees say about working at Alliance Door Products:

<https://dmc.widen.net/s/frpqlxfz5w/alliance-door-products-brand-video-final>

Compensation & Benefits

Annual salary: Dependent on experience

Additional benefits and perks include:

- Extended medical, dental, and vision coverage
- Life insurance
- Disability benefits
- Registered Retirement Savings Plan (RRSP)
- Employee referral bonus program — value of up to \$775 per year, per referral
- Career growth and development opportunities
- Staff lunches, BBQs, outings, and other team events

Ready to Join the Team?

If you have **commercial sales experience in the door, building products, construction, or related industry** and are looking for an opportunity to grow your career with a company that values its customers and employees, we'd like to hear from you.