



<https://pollardwindows.com/job/toronto-new-construction-sales-representative/>

New Construction Sales Representative – Toronto

Description

We are seeking a motivated and results-driven **New Construction Sales Representative** to join our Toronto Display Centre team. Reporting to the Display Centre Manager, this role is ideal for someone with sales experience, a drive to exceed targets, and a passion for helping clients bring their construction projects to life with premium windows and doors. You'll work closely with builders and homeowners, managing leads from early engagement through to closing—while enjoying the rewards of uncapped commissions and a collaborative work environment.

Responsibilities

- Grow current sales volume
- Prospect and qualify new sales opportunity, travel is required to construction sites
- Report on regional sales results (weekly, monthly, quarterly and annually)
- Work with the Display Centre Manager and internal support to achieve sales quotas
- Support accounts receivable department to facilitate timely account collection
- Educate self on competition, market trends; participate in training, meetings as required as well as possible tradeshow
- This role is based in the Display Centre and is required to be available, on a rotational schedule, for evening and Saturday shifts to meet with and respond to customer needs

Qualifications

Required Skills and Qualifications:

- Work experience as a Sales Representative with an established track record of generating strong results
- Familiarity within our industry is a plus but the primary skill set is a demonstrated sales background
- Excellent communication skills, verbal and written
- Resilient with a proven track record in sales
- Access to regular reliable personal transportation is a must for this position
- Good working knowledge of MS Office applications e.g. Word, Excel
- Experience reading blueprints is an asset

Preferred Skills and Qualifications:

- Marketing or Business Administration or a Diploma in Sales techniques is a plus
- Experience in the window and door industry (or related building materials)

Job Benefits

Hiring organization

Pollard Windows

Employment Type

Full-time

Industry

Building Materials

Job Location

3200 Dufferin Street, M6A 3B2,
North York, Ontario, Canada

Date posted

May 1, 2025

- Paid vacation entitlements that increase with seniority (subject to eligibility)
- Remuneration includes base salary, progressive no cap commissions, profit sharing, benefits, expenses, and car allowance.
- Group health and benefit plans (medical, dental, and prescription medication, subject to eligibility)
- Pension contributions (subject to eligibility)
- Profit Sharing Program (subject to eligibility)
- Professional development opportunities
- Paid sick leave (subject to eligibility)
- Employee and Family Assistance Program (EFAP)