



Allmar Inc., is the leader in the architectural Door and Door Hardware industry. With over 60 years' experience in the industry and branches in 12 Canadian cities, Allmar has built a reputation of integrity and superior customer service.

We are seeking a National Sales Manager to join our Head Office team. The National Sales Manager works together with the Sales and Marketing Team to achieve goals outlined in the budget; including;

- Increasing Company Sales
- Achieving revenue and gross profit goals in the annual budget
- Managing vendor relationships to lower costs and improve inventory turns
- Building and maintaining architect, end user and contractor relationships across Canada
- Expanding and building our spec writing team
- Supporting branches for successful bid at highest possible margins
- Accelerating adoption of EAC for sales staff
- Growing counter sales and specialty sales as high margin contributors

JOB RESPONSIBILITIES

- Develop and execute sales programs to support all segments of our products and services
 - i.e. Division 8, Division 10, EAC, Install
- Develop and execute sales programs to support all segments of our products and services i.e. Div. 8, Div. 10, EAC, Install
- Grow sales in the Dealer/Lumberyard category through active management of this channel
- Utilize monthly sales reporting with an evaluation of impact and reaction necessary to keep sales on budget
- Support employees in development of product knowledge
- Evaluate new products and technologies for potential sales
- Help managers achieve profitable revenue growth for the branches and the company
- Support branch manager in the hiring of sales staff
- Provide coaching and guidance to the national sales team driving performance to budgeted sales levels and beyond (e.g. training, call reporting)
- Manage effective pricing strategies that will not only lead to more profitability for the company but will also help in the consolidation of market share
- Review and influence markups on inventoried product
- Review and influence customer discounts provided to customers
- Define and maintain customer/prospect lists by salesperson
- Develop and review a catalogue of stock product
- Maintain close relationship with Marketing Team to turn marketing initiatives into sales
- Improve and leverage branch showrooms for increased sales
- Provide leadership to Spec Writing Team and develop programs to leverage this resource into sales growth, especially with respect to EAC selling opportunities
- Maintain and develop relationships with manufacturers
- Facilitate supplier negotiations, always working towards reduced costs, growth in return from rebates, and increased support levels
- Keeps management informed by preparing reports; making presentations; interpreting information; making recommendations

KNOWLEDGE, SKILLS AND ABILITIES

- Must have extensive experience in the architectural openings and hardware business
- Builds client base; establishes partnerships/alliances
- Prospecting skills
- Meeting sales goals
- Fostering teamwork
- Planning; taking initiative
- A visionary; able to turn customer need into actionable solution
- A driver; with a never-quit attitude, knows how to drive sales on an accelerated schedule
- Great and personable communicator; capable of connecting with customers and prospects to assure their needs are met
- Coaching and mentoring ability; help sales staff achieve success
- Negotiating skills
- Corporate ambassador; representing the company respectfully in the corporate and market community
- Focus on corporate mission and goals

EDUCATION AND EXPERIENCE REQUIRED

- Bachelor's degree in Business required or minimum of 7-10 years' of sales experience
- DHI Certification preferred
- Proficient computer skills in MS Office (Excel, Word, Outlook, PowerPoint) and Avaware

GENERAL ORGANIZATIONAL REQUIREMENTS

- Always treat customers, staff and co-workers with dignity and respect
- Willing to work overtime as required
- Willing to travel
- Willing to perform other jobs as required by organizational demands
- Must be able to work effectively in a team-based collaborative environment
- Ability to work under minimal supervision
- Strong attention to detail
- Work safely and responsibly to ensure a healthy and safe work environment
- Presenting and performing to the highest quality standards
- Must maintain confidentiality of all written and oral communication as applicable
- Always represent the Company with integrity in an ethical and legal manner

ALLMAR OFFERS

- A fun team environment with a dedication to superior customer service
- Comprehensive flexible benefits package to meet your needs, including; Health, Dental, Vision and RRSP Programs
- Educational Assistance Program to financially assist with career development possibilities

Please feel free to visit us at www.allmar.com

We thank all interested applicants, however, only those under consideration will be contacted.