



AyA Kitchens and Baths is a manufacturer of high quality, frameless cabinetry. By combining old world craftsmanship and attention to detail with high tech manufacturing processes we are able to offer innovative, quality cabinetry at competitive, manufacturer direct prices. AyA's in house design professional's work with clients ranging from individual home owners to multi-national builders to create cabinetry solutions tailored to specific tastes and needs.

AyA is seeking an experienced Sales Manager to join our Builder Sales team.

Responsibilities Include:

- Manage a team of Sales Representatives to achieve sales targets (product price point and client type) as outlined by the company.
- Coach and provide strategic guidance to Designers/Sales Representatives to support them in achieving their business objectives,
- Develop and maintain existing builder and developer accounts,
- Liaison with manufacturing and engineering regarding new product development as requested by customers,
- Contract negotiations,
- Monthly sales and forecasting reports,
- Facilitate sales meetings,
- Participate in industry trade shows and other events to promote company's product lines,
- Some travel required

Education/Experience:

- College or University Degree,
- 3 or more year's sales management experience with emphasis on new home construction,
- Cabinetry and/or construction industry experience an asset,
- Proven track record in achieving sales quotas and business development,
- Excellent interpersonal and communication (written and verbal) skills,
- Knowledge of Microsoft office,
- Demonstrated success in coaching and leading sales teams,
- Self-starter, proactive thinker and problem solver,
- Ability to work under pressure,
- Must have own vehicle and valid driver's license,

Company offers comprehensive benefit package

Please email resume along with salary expectations to hr@ayakitchens.com