

Technical Sales Consultant

Centra Windows

Job ID
49817

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LOCATION	DATE POSTED	EXPIRY DATE	
18439 104 Ave NW, Edmonton, AB Alberta	21-04-2026	18-10-2026	
TYPE OF JOB	SALARY	MIN. EXPERIENCE	MIN. EDUCATION
Full Time	CAD 38.00 - 40.00 per hour	2 years to less than 3 years	College/CEGEP

Job Details

Centra Windows is looking for a passionate, skilled Technical Sales Consultant to join our team in Edmonton, AB.

Employer: Centra Windows

Vacancies: 1

Position: Technical Sales Consultant (NOC 62100)

Employment Terms and Conditions: Permanent, Full-time (30-40 hours per week), Day, Flexible Hours, To be determined,

Wage: \$38.00 – \$40.00 per hour

Benefits: Sales commission, 3 weeks' vacation, employee ownership program

Work Location: 18439 104 Ave NW, Edmonton, AB T5S 2V8

Duties and Responsibilities include but not limited to:

- Develop and maintain strong relationships with builders, developers, architects, and other business clients to promote company products and services and generate sales opportunities.
- Identify and pursue new business opportunities in construction sectors to expand the company's client base.
- Conduct sales presentations and product demonstrations to prospective clients, explaining product features, benefits, and value propositions.
- Assess client needs and recommend appropriate window and door solutions based on project requirements and specifications.
- Review project plans and specifications and coordinate with internal estimating and production teams to prepare competitive proposals and quotations.
- Lead and coordinate the sales process from initial client contact through proposal, negotiation, and contract award.
- Negotiate pricing, terms, and conditions with clients to secure sales agreements while ensuring alignment with company objectives.
- Monitor and follow up on sales leads, bids, and proposals to maximize conversion rates and achieve sales targets.
- Maintain and update customer relationship management (CRM) systems with accurate records of client interactions, sales activities, and project status.
- Collaborate with internal departments to ensure smooth project execution, including order processing, production timelines, and delivery coordination.
- Provide ongoing client support throughout project phases, including pre-sale consultation, order progress updates, and

post-sale service.

- Participate in trade shows, networking events, and industry meetings to promote the company's products and generate new leads.
- Analyze market trends, competitor activities, and customer feedback to support sales strategies and business growth.
- Ensure a high level of customer satisfaction by delivering professional, responsive, and solution-oriented service.

Position Requirements and Qualifications:

- Diploma degree in business administration, marketing, sales, or a related field is required.
- 2-3 years of experience in technical sales, construction materials, or building products
- Understanding of construction materials, windows, and doors
- Knowledge of product installation processes and project lifecycle
- Proficiency in maintaining CRM systems and tracking sales activities
- Self-motivated and goal-oriented
- Strong negotiation skills and ability to secure favorable agreements.
- Excellent verbal and written communication skills
- Client focus; Efficient interpersonal skills; Flexibility
- Judgement; Reliability; Team player; accountability
- Valid driver's license and reliable transportation
- Willing to travel

Work Conditions and Physical Capabilities

Fast-paced environment; Attention to detail; Work under pressure

How to Apply

If you are interested in the position and would like to join and grow with us, we encourage you to send us a Cover Letter and Resume (plus, references, copy of portfolio, etc.) by email to careers@centra.ca