



Employment Opportunity Director of Sales

Are you looking to be a part of a growing company that is offering an exciting career path and a purpose-driven culture that is focused on creating positive impacts in Nova Scotia communities? Then EASTCUT Wood Building Solutions is looking for you!

Why choose EASTCUT to build your career?

1. Make an Impact in Local Communities with Projects That Build Communities

We are the innovators and manufacturers of prefabricated Modular homes. We rely on the in-depth expertise of our people combined with leading edge technologies to produce products that add value to the construction of residential buildings. These buildings are home to real families throughout our communities and we are passionate about making their construction faster and more efficient using our products.

2. Become Part of a Rewarding and Inclusive Work Environment

At EASTCUT Modular, we are proud of the products we create and understand this inspiration is key to our success. We are committed to a philosophy of “production pride” in everything we do. “Production pride” means all things we undertake are directed towards the safe building of quality products focusing on affordability, low carbon building solutions, with a net zero approach, you can take pride in reducing environmental impacts while keeping the integrity of a solid build. As employees, we are empowered to act, ask questions, and raise concerns when it comes to delivering on our promise to quality.

EASTCUT Wood Building Solutions – Leading Community Building

Opportunity: Director of Sales

Reporting to the CEO, the Director of Sales plays a vital role in Sales for the Macklin group of companies. In this position, you can expect to build a solid pipeline of product sales, sourcing new leads and building relationships with present and future clients, sales representatives and other department members.

Responsibilities

- Lead sales team by actively participating in sales meetings and stay on track of progress and targets.
- Work closely with the Outside Sales Representatives team to ensure there is an active sales pipeline, ensuring opportunities are advancing through all stages of development.
- Work closely with Estimating Lead to ensure customer requirements are communicated accurately and reflected in all proposals.
- Leading with a proactive approach to acquiring new leads for business and ensuring Outside Sales Teams are effectively trained and supported on leads generation.
- Develop Sales and Margin budgets in consensus with Outside Sales Representative team.



Employment Opportunity

Director of Sales

- Attend major prospect presentations and ensure the entire business value equation is presented and recognized.
- Administer calculations of commissions payable.
- Review and approve acceptable business-related expenses.
- Actively seeking new business opportunities and making connections to foster relationships that benefit the business long term.

Requirements

- Bachelor's degree in business administration, Marketing or Economics preferred.
- 5+ years of Sales Management, preferably in Construction or Manufacturing
- Strong communication and leadership skills
- Proven record of strong sales experience and sales leadership

Salary

Salary dependent on experience. Medical and dental benefits, RRSP matching, paid volunteer time, vacation time, paid time off and other benefits.

All applications are strictly confidential.

If you are interested in this rewarding career opportunity with us, please send your resume in confidence, to careers@eastcut.ca We thank all applicants for their interest, however only those selected for an interview will be contacted.