



EMPLOYMENT OPPORTUNITY – SEASONAL (MAY- OCTOBER 2020)

Vice President, Sales (Durham Region)

Company Description

Onecedar is a company that specializes in window cleaning. Day-to -day operations consist of residential exterior and interior window cleaning services. We differentiate ourselves through three main competitive advantages:

1. Responsible employment aimed at growth
 - a. Strong incentive plans are in place that are aligned with individual performance. We invest in our people.
2. Environmental responsibility
 - a. Restoring and raising awareness about the environment is deeply embedded in our business plan, which our clients value. For each client our company serves, one tree is planted in support of the Durham Region 5 Million Trees Program.
3. Exceptional customer service
 - a. Our team members are put through rigorous and strict training to ensure they are using the correct window cleaning techniques to maximize service quality.

Job Description

You will be responsible for travelling to go door-to-door to proactively sell window cleaning services to residential customers. This role requires a person to be highly motivated, enjoy selling, and be up for a challenge. You'll have a recommended territory, be given leads, and then asked to visit 30 - 50 customer locations per day. This job isn't easy but the financial rewards are tremendous. Sales training will be provided to you directly by the *CEO* and *Senior Vice President* to give you the tools you need to be successful. Your compensation will directly correlate with your sales performance and generous bonus incentives will be in place. You will work directly with the executives to grow the company province wide.

Requirements

- Driver's license (G2 or G) and vehicle
- Strong time management and communication skills
- Strong sense of charisma

Job Responsibilities

- Keep detailed records of sales activity through our online Customer Relationship Management (CRM) system.
- Foster customer relations and drive sales growth by bringing in new contracts and maintaining existing contracts.
- Visit 30-50 potential customers each day to sell them window cleaning services
- Maintain professional internal and external relationships that meet company core values



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Job Responsibilities – continued

- Operationalize the Company’s quoting model while also practicing discretion suitable to customer relations and overall profitability.
- Maximize all opportunities to sustainably grow the business in the region.
- Adhere to and practice Company’s Business Code of Ethics and operational standards.

Application Process

Please email 1) cover letter, 2) resume, and 3) list of three references to office@onecedar.ca as per the following:

- Format: PDF
- File naming Conventions:
 - LastName, FirstName_VP Sales Application_Cover Letter_YYYY-MM-DD [date of submission]
 - LastName, FirstName_VP Sales Application_Resume_YYYY-MM-DD [date of submission]
 - LastName, FirstName_VP Sales Application_References_YYYY-MM-DD [date of submission]

We would like to thank all applicants, however, only those selected for an interview will be contacted.

Yours truly,

Michael M. Mehta

Senior Vice President, Operations

Authorized by:

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Alexander Z. Mehta
President & CEO