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 Retail Business Development Supervisor to strategically expand the retail business and enhance overall performance of our Designer/Sales Representative team

Responsibilities Include:

- Manage a team of Retail Designer/Sales Representatives to achieve/surpass monthly sales quotes and increase closing ratio
- Coach and provide strategic guidance to Designers/Sales Representatives to support them in achieving their business objectives
- Liaison with manufacturing and engineering regarding new product development
- 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 between Toronto and Mississauga Showroom as well as job sites

Education/Experience:

- College or University Degree
- 5 or more year's sales supervisory/management experience
- Cabinetry and/or construction industry experience an asset
- Proven track record in achieving sales quotas
- Excellent interpersonal and communication (written and verbal) skills
- Knowledge of Microsoft office
- Demonstrated success in coaching and leading sales teams
- Self starter and pro active thinker
- 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