



General Sales Manager

Contact

Diamond Doors
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DiamondDoors.com

About the Company

Diamond Doors is a family run business manufacturing quality, custom bi-fold doors engineered for convenience, innovation, and longevity. We serve the agricultural, aviation, and commercial industries.

Founded in 1998, our company is well established and continues to grow. We recognize the value in long term employees and hope to provide an environment where our staff can grow with us, treating them with dignity, respect, and value.

How to Apply

Applicants with high standards and a strong work ethic are encouraged to send their resume and cover letter to HR@DiamondDoors.com or in person to the contact address.

As Diamond Doors continues to grow, we are looking for a dynamic General Sales Manager to lead our sales team and drive performance across three of our business units.

The General Sales Manager will be responsible for overseeing the sales and service teams, setting sales targets, development of strategic plans, coaching sales staff, and ensuring revenue goals are consistently met. The ideal candidate is a strong people leader with sales leadership experience, has a strong background in sales management, and has a passion for building high performance teams.

Who We Need

Responsibilities

- Develop and execute sales strategies to support our corporate growth plans
- Lead, mentor, and manage the sales and service teams to maximize performance and growth
- Analyze sales metrics to identify trends, opportunities, and areas for improvement
- Collaborate with the engineering and R&D teams to align strategies
- Recruit, train, and retain top sales talent
- Maintain relationships with key dealers and develop new business opportunities
- Prepare and present sales forecasts and performance reports to the senior leadership team

Required Skills

- Proven experience as a Sales Manager or in a senior sales leadership role
- Strong track record of achieving sales targets and leading successful teams
- Excellent leadership, communication, and interpersonal skills
- Strategic thinking with a hands-on approach
- Proficient in CRM software and sales performance tools

Preferred

- Sales leadership within the manufacturing and agriculture sectors
- Bachelor's degree in Business, Marketing, or a related field

Benefits

Diamond Doors offers a challenging and rewarding work environment with a competitive wage and bonus structure, flexible health benefits, competitive vacation, ongoing training and professional development, and a collaborative and ambitious work environment.