Corporate Sales Manager

Great West Radon Ltd.

Job ID
41663

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LOCATION	DATE POSTED	EXPIRY DATE
1303A Hastings Crescent SE, Calgary, AB| Alberta	19-11-2026	18-05-2027

TYPE OF JOB	SALARY	MIN. EXPERIENCE	MIN. EDUCATION
Full Time	CAD Upto $105,000	No Experience	No degree, certificate or diploma

Job Details

Full-time position in Calgary, Alberta.

To apply, email your resume to: tay@greatwestradon.com

Job Description

Great West Radon Ltd. is seeking a full-time Corporate Sales Manager based in Calgary, Alberta. The role combines hands-on selling with team leadership, revenue planning, budget management, and business development across current and future locations. In markets without a dedicated sales representative, the manager supports Operations Managers and, as needed, radon mitigation technicians with sales activities.

Key responsibilities

Direct sales and pipeline management
Conduct sales appointments and consultations. Prepare quotes and proposals for homeowners, builders, and commercial clients. Generate leads in assigned territories, maintain an active sales pipeline, meet personal revenue expectations, and record sales activity and follow-up accurately in the customer relationship management (CRM) system.

Sales team leadership and coaching
Provide day-to-day direction, coaching, and support to sales representatives across locations. Review pipelines and follow-up practices, help improve conversion rates, and assist with quotes, presentations, and complex or high-value opportunities. Hold regular check-ins, ride-alongs, and performance discussions. Ensure the team follows company sales processes, documentation standards, and CRM requirements.

Revenue forecasting and territory planning
Prepare monthly, quarterly, and annual revenue forecasts for Calgary, Kelowna, and Edmonton. Track team performance against targets, identify areas for improvement, and help plan territories, assign leads, and balance workloads. Develop strategies to improve close rates and grow revenue.

Sales and marketing budget

Manage the sales and marketing budget across existing locations and new territories. Track spending on sales activity, tools, and marketing support. Identify efficiencies and unnecessary costs, lead sales reporting, and recommend budget adjustments based on performance and market conditions.

Marketing, advertising, and lead generation
Work with marketing to assess campaign messaging and lead quality, adjust ads and promotions based on results and return on ad spend, and improve lead flow, targeting, and brand visibility. Help nurture inbound leads and plan outreach across locations. Collaborate on photos, videos, short-form content, and client stories that generate leads.

Client communication and relationships
Follow up promptly and professionally with homeowners, builders, and real estate professionals by phone, email, and text. Explain the radon testing and mitigation process and serve as a knowledgeable point of contact throughout. Build long-term relationships with clients and partners.

Large projects and market growth
Identify and pursue larger radon mitigation opportunities involving daycares, schools, multi-unit buildings, and other commercial or institutional clients. Develop relationships with property managers, builders, and industry partners. Support expansion into new markets and service lines as needed.

Events and community outreach
Attend in-person team meetings, networking events, home shows, trade shows, and promotional events. Help coordinate or set up events and take part in educational presentations, speaking engagements, and industry sessions as required.

Occasional site and operational support
Occasionally assist technicians or clients during on-site diagnostic or mitigation visits to maintain clear communication and a consistent client experience. Complete related reports, records, and administrative tasks, support other assigned sales or operational work, and represent the company professionally.

Qualifications
Canadian National Radon Proficiency Program (CNRPP) radon mitigation certification, relevant sales management experience, and relevant market experience.

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