Jacuzzi | Bath Remodel
SOUTHERN ONTARIO

Apply by sending an email with your resume to customercare@nautilusbath.ca

Example Email Heading: FirstName LastName – In-Field Sales Manager Application

Jacuzzi Bath Remodel In-Field Sales Manager

Jacuzzi Bath Remodel of Ontario replaces old tubs and showers with Jacuzzi bath and shower systems, often in as little as a day. We run pre-set, in-home design consultations backed by a strong brand and a fast-growing marketing engine. You'll lead, train and grow our team of in-home design consultants and own their performance in the home: close rate, average ticket, NSLI and every KPI in between. You'll report directly to the owner. Full-time, GTA (office and field), start ASAP.

What You'll Do

- **Ride-Alongs:** Run at least 3 ride-alongs per week on live appointments to coach, model and close.
- **Recording Reviews:** Listen to and score designer appointments in Rilla, and turn what you hear into specific coaching.
- **One-on-Ones:** Hold weekly one-on-ones with every designer: numbers, goals, deals in progress and development plans.
- **Daily Training:** Run daily designer training (8–9 a.m.) and lead weekly sales meetings that build skill, urgency and culture.
- **KPIs:** Track and manage net close rate, NSLI, average ticket, financing rate, cancellations and issue rate. Hold every designer to our net close standard and run performance plans when needed.
- **Designer Optimization:** Own the full in-home process (presentation, measurement, pricing, financing and paperwork) and keep improving it.
- **Training Programs:** Build and run intense onboarding and ongoing training for new and experienced designers.
- **Recruiting:** Source, interview and hire high-performing designers. Keep the bench full as we grow.
- **Scheduling:** Work with inside sales on appointment scheduling and lead allocation to maximize issued and sold appointments.

Compensation & Structure (CAD$85,000–$100,000/year*)

- **Base Salary + Bonus:** $85,000–$100,000 per year
- **Team Override:** Based on your team's net sales
- **Bonuses:** Monthly and quarterly performance bonuses

Requirements

- 3+ years selling high-ticket in-home products (bath, kitchen, windows, roofing, solar, HVAC or similar) with a top-performer track record.

- 2+ years managing in-home sales reps, with team results you can show.
- A proven trainer and closer who can run the appointment and teach others to do it.
- KPI-driven: you know your numbers and your team's numbers cold.
- Experience with call-recording or coaching tools (Rilla or similar) and a CRM.
- Valid Ontario G licence and a reliable personal vehicle for ride-alongs (company vehicle not provided). Evenings and some Saturdays required.

What You Get: Real upside on top of base, a direct line to the owner, and a path to Senior Sales Manager as we expand into new markets. In your email, include your last two years of personal and team close rate and average ticket.

Jacuzzi Bath Remodel of Ontario is an equal opportunity employer. We value diversity, inclusion, and respect for all team members. Accommodations are available upon request throughout the hiring process. This posting is for an existing vacancy.

** Earnings depend on team performance*