

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

Example Email Heading: FirstName LastName – Sales Manager Application

Jacuzzi Bath Remodel Sales Manager

As the exclusive Jacuzzi® dealer in Southern Ontario, Nautilus Bath Remodel delivers one-day bath-to-shower conversions using premium products and a world-class customer experience. This is a player-coach role for someone who thrives on hitting personal targets while mentoring others. You'll earn a base salary for leadership responsibilities, plus uncapped commissions and team performance bonuses.

What You'll Do

- **Sales Leadership:** Meet with homeowners in pre-set, in-home appointments to close Jacuzzi Bath Remodel projects. Lead by example: maintain high personal close rates and customer satisfaction. Shadow and coach new reps in the field on objection handling, system presentation, and close strategy. Run daily huddles, weekly sales meetings, and 1-on-1 rep reviews. Hold team accountable to lead follow-up, CRM usage, and performance metrics. Collaborate with marketing and operations to ensure smooth lead handoff and install readiness.
- **Hiring & Growth:** Participate in recruiting, screening, and onboarding of new design consultants. Develop and refine sales playbooks, pitch decks, and performance incentives. Work with ownership to forecast sales goals and manage headcount planning. Maintain team culture of accountability, high standards, and ethical selling.

Compensation & Structure (Est. CAD\$100-175k+/year*)

- **Base Salary:** For management duties
- **Commission:** Personal sales (same as design consultants)
- **Team Bonuses:** Based on group monthly sales performance

Requirements: 5+ years of experience in high-ticket, in-home sales (bath, windows, roofing, or home services preferred). Prior experience in team leadership, coaching, or sales management. Excellent presentation and communication skills. Valid driver's license and reliable vehicle. Strong technology capabilities including CRM. Available for evening and weekend appointments as needed.

Tools & Support Provided: Pre-qualified leads. CRM access and performance dashboards. Ongoing coaching and support from company leadership. Marketing, financing, and production coordination handled in-house. Branded sales materials and training resources.

Nautilus Bath Remodel is an equal opportunity employer. We value diversity, inclusion, and respect for all team members. Accommodations are available upon request throughout the hiring process.

** Salary depends on hours and performance*