

Automated Fenestration Inc (AFI) is North America's leader in automation of windows, doors and skylights, for natural ventilation in green building projects, and life-saving smoke evacuation systems.

AFI seeks an **Architectural Sales Manager, for Eastern or Western States Sales Territory**. Position is full-time salaried, work from your home office, with bonuses, all expenses paid, and Health, Dental, Vision, LTD, and 401(k) employer match benefits. Sales environment is Business-to-Business; clients include manufacturers, commercial glazers, BMS specialists, installers, and architects.

Key Responsibilities

- Manage product sales, promotion, and technical support—including outreach and follow-up with window and door manufacturers, commercial glazers, building management system specialists, project managers, and architects by phone, email, video conferencing, presentations, training seminars, project coordination meetings, and project site visits.
- Visit clients and prospects through video calls.
- Travel regionally to visit clients, job sites, and trade shows.
- Encourage architect specification of AFI UL products for green building projects.
- Provide customer quotes and orders based on design requirements.
- Participate in projects from specification through commissioning.

Qualifications

- Outside Sales experience, especially in electrical, technical, mechatronic (electro-mechanical), windows, doors, skylights, shading, and/or architectural product sales.
- Experience with any of these: Velux, Mingardi, Somfy, Elero, Bronze Craft, Clearline Window Operators, Dayton linear actuators, Lutron, Crestron, Mecho Shade, or building management systems.
- Computer software proficiency, including Microsoft Office, internet research, CRM software.
- Confident presentation skills.

Automated Fenestration Inc (AFI) and its sister company Functional Fenestration Inc (FFI) specialize in hardware and electronics for high quality doors, windows and skylights. Headquarters are in Hawthorne, CA. An equal opportunity employer. Starting salary is dependent on experience (DOE). Visit us at www.automatedfenestration.com.