



Outside Sales Representative – Architectural Glass & Glass Railing Systems (CST USA)

Help bring extraordinary architectural projects to life.

Glasshape is a leading manufacturer of curved, laminated, and specialty architectural glass solutions used in some of North America's most ambitious and visually striking projects.

We're looking for an experienced Outside Sales Representative to grow our presence across the Central USA region. This is a unique opportunity to join a specialist business with industry-leading products, strong technical expertise, and a reputation for delivering exceptional customer experiences.

This is not a general construction sales role. We're seeking someone with a proven track record in the architectural glazing, glass, façade, fenestration, or glass railing industries who understands specification-led sales and has established relationships with architects, glazing contractors, fabricators, and design professionals.

Why Join Glasshape?

At Glasshape, we believe exceptional customer experiences start with exceptional people. That's why we invest heavily in our team, providing the support, training, and technical expertise needed to succeed.

You won't be expected to figure things out on your own. You'll be backed by a knowledgeable and responsive team of estimators, engineers, project specialists, and glass experts who are as committed to our customers' success as you are.

From comprehensive onboarding to ongoing professional development, we'll help you build your expertise, grow your confidence, and achieve your full potential.

Join Glasshape and you'll enjoy:

- Industry-leading technical support from experienced estimators, engineers, project specialists, and glass experts.
- Comprehensive onboarding and training from day one.
- A collaborative, team-focused culture where knowledge is shared and people support one another.
- Premium, highly differentiated products that solve challenges others can't.
- The opportunity to be involved in architecturally significant projects across North America.



- A company that values long-term relationships, professional growth, and doing what's right for the customer.

What You'll Be Doing

- Building relationships with architects, glazing contractors, façade consultants, fabricators, and other key industry stakeholders.
- Identifying and developing project opportunities from specification through to order.
- Growing existing accounts while actively winning new business.
- Representing a premium portfolio of technically advanced glass and railing solutions.
- Becoming a trusted adviser to customers throughout the project lifecycle.

What We're Looking For

- Proven outside sales experience within the architectural glass, glazing, façade, fenestration, or glass railing industry.
- Strong understanding of specification-led and project-based sales.
- Established industry relationships and credibility within the market.
- Experience working with architects, specifiers, glazing contractors, or fabricators.
- A self-motivated professional who enjoys building long-term customer partnerships and delivering results.

Please Note

To be considered for this opportunity:

- You must have direct experience within the architectural glass, glazing, façade, fenestration, or glass railing industry.
- You must be legally authorized to work in the United States. Sponsorship is not available for this position.
- You must reside within the Central Standard Time (CST) region and be willing to travel throughout the assigned territory.

Ready to Join Us?

If you're passionate about the glazing industry and want to represent innovative products backed by an outstanding technical team, we'd love to hear from you.

Join Glasshape and help bring some of North America's most ambitious architectural visions to life.