



**Title:** Area Sales Manager (New home sales)

**Location:** Edmonton and surrounding area

At Sterling Homes, our people make the difference. We offer an exciting place to build your career with competitive compensation and benefit packages, company matching RRSP/DPSP program, employee home purchase program and employee discounts.

### **Job Overview**

Reporting to the Manager, Sales and Marketing as the **Area Sales Manager** you will oversee the daily operations of the sales centre and effectively manage the sales process from the point of sale to possession of properties by the customers. You also ensure excellent service is provided to enhance customer satisfaction.

Your day-to-day responsibilities will include:

- Professionally representing the business unit in the sale of various products, including apartments, townhouses and/or bungalows.
- Providing clients with excellent service throughout the home buying process to enhance customer satisfaction while ensuring to meet or exceed assigned sales targets.
- Developing and providing guidance to sales team members. Managing daily tasks, and ensuring clear direction is given.
- Selecting and creating spec files based on the current inventory in the area.
- Researching, compiling and developing product knowledge to facilitate the sales process.
- Identifying new and creative ways to market products and driving traffic while upholding Qualico brand integrity.
- Participating in developing customer engagement, marketing and social media strategies.
- Ensuring show homes are presentable, and maintaining up-to-date competitive analysis.

As our ideal candidate, you are...

- A strong communicator; you clearly express your thoughts in conversation and in written communication.
- An active listener; you seek to understand and listen to others in a non-judgmental way.
- Mindful; you respect diversity and deal with sensitive situations in high standards of integrity.
- Excellent service oriented; you handle relations with customers, internal and external parties with tact and diplomacy.
- A creative problem solver; you think outside the box for solutions without fear of failure.

### **Essential Requirements**

- High School Diploma, or equivalent.
- A proven track record in sales.
- Minimum 3 years of sales experience.
- Valid driver's licence and access to a reliable vehicle.
- Satisfactory verification of criminal record check.
- Proficient in Microsoft Office Programs (Outlook, Word, Excel, Teams, SharePoint and PowerPoint), ERP system (NewStar) and remote access systems or similar.

### **Preferred Qualifications**

- Bachelor's Degree in Sales, Marketing, or related field is preferred.
- Prior experience working in the Residential Building industry would be an asset.

### **What We Value**

- Creating trusting and successful working relationships.

- Setting clear, measurable and achievable goals.
- Cooperating with team members in an open, positive and respectful manner.
- Taking responsibility for the outcomes of decisions and actions.
- Staying current with technical job skills.
- Consistently meeting customer expectations.

### **Working Conditions**

You primarily work in the showhomes during regular showhome business hours which include evenings and weekends. Travel to construction sites, other communities and the main office for meetings is required on a frequent basis.

### **About Us**

Sterling Homes, a single-family business unit of Qualico, has been building homes in Western Canada for over 60 years and providing outstanding service to homebuyers in many of Western Canada's finest communities. We are committed to providing the best new home experience possible by providing an unwavering commitment to quality of design, construction and customer service. Sterling Homes operates in Edmonton, Calgary and Winnipeg. To learn more, click [here](#).

*Qualico welcomes applications from people with disabilities. Accommodations are available upon request during the assessment and selection process.*

Candidates being considered will be contacted. We thank you for your interest. Join our [Talent Community](#) to stay up to date on job opportunities and to find out why we have the best reasons to come to work every day.

[Apply here](#)