



**Title:** Area Sales Manager - Multi-Family

**Location:** Edmonton and surrounding area

The selected candidate will have the opportunity to cross sell across the city into 25+ communities. Flexibility provided to StreetSide Developments sales team to align their work schedules based on the needs to generate sales.

At StreetSide Developments, 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 Vice-President of StreetSide Developments Edmonton, 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 sales to possession of properties by the customers. You also ensure excellent services are 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 single-family homes.
- Providing clients with excellent services throughout the home buying process to enhance customer satisfaction while ensuring to meet or exceed assigned sales targets.
- 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 management 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.

### **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 business hours. Travel to construction sites and the main office for meetings may be required on a frequent basis.

### **About Us**

StreetSide Developments is the multi-family division of Qualico and has developed apartment style, town home style, detached houses and luxury condominiums throughout Western Canada with projects ranging from innovative urban development to historic retrofits. StreetSide Developments operates in Winnipeg, Edmonton, Calgary and Vancouver. 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 reason to come to work every day.

[Apply Here](#)