



Title: Sales Manager

Location: 3735-8th Street Nisku, AB

At Star Building Materials, 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 Director, Branch Operations, as the **Sales Manager**, you analyze the marketplace to develop sales targets and tactics; and effectively coach and lead the Sales force in achieving the assigned targets. You ensure excellent customer experiences are delivered to consistently meet or exceed customer expectations.

Your day-to-day responsibilities will include:

- Hiring, developing, supervising, and providing guidance to employees within the Sales department.
- Monitoring the marketplace and competitor activities to develop effective sales tactics and campaigns.
- Overseeing internal and external sales functions. Generating and reviewing quotes, estimates, agreements and contracts, addressing client inquiries and concerns in a professional and timely manner to foster positive relations.
- Processing and reviewing customer orders for accuracy, ensuring excellent customer service is provided across the department.
- Identifying ways to continuously improve programs and processes related to sales and customer service.
- Monitoring order and project progress, maintaining an updated records management.
- Updating and maintaining homebuilders' standard model specifications and pricing.

As our ideal candidate, you are...

- A strong communicator; you clearly express your thoughts in conversation as well as write and present in a persuasive and influencing manner.
- An active listener; you seek to understand and listen to others in a non-judgmental way.
- A creative problem solver; you think outside the box for solutions without fear of failure.
- 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 leader; you attract, retain, develop or improve the skills of others through effective coaching and guidance.

Essential Requirements

- Bachelor's Degree or Diploma in Commerce, Retail, or equivalent.
- Minimum 3 years of sales experience in a managerial position.
- Proficient in Microsoft Office Programs (Outlook, Word, Excel, Teams, SharePoint and PowerPoint).
- Valid driver's licence and access to a reliable vehicle.
- Satisfactory verification of criminal record check.

Preferred Qualifications

- Understanding of light frame (wood) construction is preferred.
- Previous experience in a Sales role within the Building Materials, Manufacturing or New Homes Sales industry is a strong 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.
- Consistently meeting customer expectations.
- Staying current on technical job skills.

Working Conditions

Primarily works in an office setting during regular business hours. Travel to site and overtime may occasionally be required.

About Us

For more than four decades, Star Building Materials has dedicated itself to excellence and innovation in the construction industry. We explore new processes and methods to help you improve efficiency, manage project costs, and reduce waste, while developing new manufacturing methods to continually improve the quality of our products.

Formerly known as Leduc Truss, we proudly joined the Qualico Group in 2006. As one of Western Canada's largest real estate development companies, Qualico represents the longevity and commitment to service we value, allowing us to remain a trusted supplier of building components with the strength of Qualico behind us.

Our new 35,000 square foot production facility is equipped to design and manufacture quality roof trusses and engineered wood products for your residential, commercial, or agricultural projects. We employ forward-thinking staff with the expertise to maximize your profits and enhance the quality of your buildings.

Proudly serving the Greater Edmonton Area, Central, and Northern Alberta regions. To learn more, click [here](#).

Closing date: October 23, 2026

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