



Positions Available Immediately!

Title: Area Sales Manager, (New Home Sales)

Location: Edmonton and surrounding areas

At Pacesetter 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

Sales professional with min. 3 years of front line residential home sales experience.

Reporting to the Sales Manager, 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 bungalows.
- 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 front line sales management experience, ideally in residential home sales.
- 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), Hubspot, ERP system (NewStar) and remote access systems.

Preferred Requirements

- 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

Pacesetter Homes is a single-family business unit of Qualico with over 65 years of building experience. Pacesetter Homes offers award winning home plans, interior design items, and finishing packages that personalize each new home we build. Pacesetter Homes operates in Western Canada, Dallas, Texas and Austin, Texas. 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](#)