



**Job Title:** Area Sales Manager (new home sales)

**Location:** Office: 37 Quarry Park Blvd SE. Showhome Sites: Calgary and surrounding communities.

At Broadview 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 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 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 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.

### **Essential Requirements**

- High School Diploma, or equivalent.
- A proven track record in sales.
- Minimum of 5 years of experience selling residential new home construction.
- 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 with new home residential sales is preferred.

### **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**

You work in showhome sites within the City of Calgary and outlying communities during regular showhome hours. Travel to construction sites and the regional office for meetings is required on a frequent basis.

### **About Us**

Broadview Homes is a single-family business unit of Qualico operating in Calgary and Winnipeg. Broadview Homes has established a reputation for outstanding quality, design, and affordability without compromise. We deliver a positive customer experience through every phase of design, construction and move-in. 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.

**Closing Date:** April 8, 2025

[Apply Here](#)