

# AREA SALES MANAGER

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Genesis Builders Group - Calgary, AB

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**June 2016**

*For more information, please contact:*

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genesisland.com

## Company Overview

Genesis is a Calgary based award-winning land developer, creating innovative and successful communities in the Calgary Metropolitan Area, and is also a residential homebuilder through its subsidiary Genesis Builders Group. Genesis is committed to supporting its communities through partnerships like the Genesis Centre of Community Wellness and Genesis Place Recreational Centre. The Corporation's common shares are listed on the Toronto Stock Exchange (TSX: GDC).

At Genesis we believe in the power of relationships. We take pride in our work and our organization. We dare to dream and above all, we value integrity. We offer competitive wages, employee home purchase program, one of industry's best health & benefit packages, continuing education reimbursements, and career growth within the Genesis team.

## Position Description

At Genesis, we are currently seeking a passionate and self-motivated professional to apply their skills and experience as an Area Sales Manager, in our fast-paced environment. This will be structured as a sub-contractor role.

Reporting directly to the Sales Manager, the Area Sales Manager is responsible for co-managing the sales and general operations of the Show Homes. You will be required to generate sales, meet customer service standards and provide development and support to the sales team in your Show Home.

## Primary Responsibilities

- Responsible for generating and following up on all leads
- Assist in product development, market research and competitive analysis
- Maintain accurate documentation for all prospects, purchasers and spec homes
- Operating sales centres during operating hours and ensuring sales centres are neat and organized at all times
- Provide sales activity reports in the designated area
- Promote the Corporation and its homes to prospective buyers in other Genesis communities
- Liaise with internal departments with Genesis to ensure smooth work flow
- Assist with advertising and promotions on all pre-built spec homes and lot inventories

## Desired Qualifications

- 5+ years experience of direct to end user sales
- Knowledge of home building, real estate development, sales and marketing

If you are interested in this career opportunity with a growing company please apply by sending your resume to Human Resources ([human.resources@genesisland.com](mailto:human.resources@genesisland.com)), quoting "**Area Sales Manager**" in the subject line

We thank all applicants for their interest; however, only selected candidates will be contacted.

## Confidentiality

Genesis Builders Group respects the privacy and confidentiality of personal information provided by candidates in our search assignments. In accordance with the Personal



Information Protection Act ("PIPA"), a copy of our Privacy Policy is available for your review on our website <http://www.genesisland.com/privacy-policy/>.