

Attainable Homes Calgary Corporation is seeking a Director of Sales, Calgary

Reporting to the President and CEO, the Director of Sales is responsible for establishing sales objectives and crafting related sales plans that include sales volume, product mix and selling price by keeping current with supply and demand, changing trends, economic indicators, and competitors.

The Director of Sales will effectively lead a sales team by recruiting, selecting, orienting and training employees. This individual will monitor and appraise the results of the sales team.

The Director of Sales will identify marketing opportunities and work with the Director, Planning and Marketing to implement those opportunities when within budget.

This individual will work with partner lenders and lawyers to ensure they understand the program to better serve our clients.

The Director of Sales is an integral part of the executive management of the company, working closely with the Director, Project Development on product selection; and the Director, Planning and Marketing and Director of Finance on the achievement of revenue and budget management.

If this position is of interest you, we are looking for someone with the following:

- 10+ years of experience in new homes sales management with proven results in a variety of market conditions
- Post-secondary education in business, economics or marketing is an asset
- Must be able perform market analysis and provide strong team management and leadership
- Evidence of ability to implement effective real estate selling strategies
- Ability to work in a fast paced, changing environment and can effectively delegate tasks
- Superb planning and organizational skills
- Extraordinary relationship building skills with both external and internal clients
- Strong ability to collaborate amongst different departments in the development of strategy, planning, and measurement of results to meet Company objectives
- Must have strong analytical ability to assess complex situations and exceptional creativity to provide solutions and who knows when to act independently yet consults the senior management team when necessary and well in advance of crisis situations with foresight and integrity.
- Must have a passion to obtain outstanding results while motivating staff and stakeholders.
- Experienced, energetic and motivated to accomplish defined goals.

Attainable Homes Calgary improves life trajectories for Calgarians striving to achieve quality homeownership. We are an independent, for purpose social enterprise owned by The City of Calgary. We work to remove the barriers preventing hard-working, moderate-income Calgarians from owning a home

Submit your resume in confidence by **June 30, 2018** to:
Elizabeth Huculak, President and CEO, Attainable Homes Calgary
elizabeth.huculak@attainyourhome.com