



Sales Manager (full time)

Attainable Homes Calgary (AHC) is a non-profit, social enterprise, created and owned by The City of Calgary. At AHC, we believe homeownership provides housing stability, security, and flexibility; and we believe moderate-income Calgarians deserve access to all these things. For ten years, we have bridged the affordability gap for nearly 1,000 Calgary families who otherwise could not enter the market, establish home equity and move through the housing continuum.

We are looking for a Sales Manager to join our team at Attainable Homes Calgary. This is a salary + commission-based position that starts immediately. You will report to the Director of Sales and will be responsible for generating sales in your community as well as cross-selling in other communities. Experience selling multi-family product considered an asset.

The right candidate must be able to work evenings and weekends and have their own transportation. We are looking for an individual who is an outgoing, self-starter with a keen interest in the Attainable Homes down payment assistance program. You'll be responsible for generating sales in your community and provide exceptional service to our customers throughout the entire sales process. Our clients look to us to help them every step of the way and we pride ourselves on being a trusted support to our buyer. You must enjoy working with the public and have a proven ability to build great customer relationships.

Other responsibilities include:

- Proactively prospecting and following up to nurture leads
- Ensure database is up to date and provide reports in a timely manner
- Have a clear understanding of the AHC program and requirements
- Be knowledgeable of the new home sales process from qualifying potential prospects to executing purchase contracts
- Build relationships with our program friendly lenders
- Attend weekly sales meetings
- Liaise between the office and customers to provide top notch service from purchase to possession
- Ensure showhomes, spec homes and signs are professionally maintained and presented
- Must have a keen ability to ask questions coupled with strong listening skills

To apply, please email your resume with cover letter to sales@attainyourhome.com

Deadline for acceptance of applications is November 4, 2019.