

## *Sales Manager*

Report to: General Manager

Location: Christchurch

Job Type: Fixed Term (12 months) Full time

Working for one of New Zealand's leading residential home building company who has since been building new homes since 1987 through consistent innovation along with a supportive team.

Due to a rapid growth, we are currently seeking for a Christchurch- based – Sales Manager. This role is to provide vision, strategy, direction, motivation and other operational requirements for the Sales Consulting Team to enable achievement of sales and margin targets.

### **Key Responsibilities:**

- Working closely with the General Manager and other Senior Management team to develop business plans and performance goal to ensure the attainment of company sales goals and profitability;
- Providing market feedback on the current state of the market and performance of competitors, market demands and trend of house design within your region;
- Assist with recommendations and opportunities for growth, improvement and innovations;
- Administer Show Home roster, utilisation of Show Homes and provide input into the Show Home strategy;
- Liaise with the Marketing team to develop marketing, advertising and promotional strategies;
- Communicate the direction and business plan of the organisation to the Sales team;
- Assist with the engagement and training of Sales Consultant on organisations internal system, technical knowledge, sales expertise and processes;
- Proven ability to build effective relationships with both internal and external clientele;
- Review all Building Agreements to ensure they comply fully with company and legal requirements;
- Ensure profit and margin targets are achieved and providing regular reports on financial expenditure.

### **Who are you?**

- Minimum of 5 years experience in Sales Management or similar role;
- A qualification in, National Certificate in Real Estate Level 4 and A Diploma in Sales related role or equivalent experience;
- Strong interpersonal, organisational and time management skills;
- Sales Management experience preferred – high value commodities /assets;

- Understanding of the major National suppliers, their products and systems;
- Knowledge of residential construction practices and products (desirable);

**What we offer?**

- Attractive remuneration package and ongoing career development;
- Working for a fun, vibrant, and fast paced organisation along with a dynamic and unique office culture;
- An organisation that practices equal opportunity and values diversity;
- Christchurch based location but includes travel within New Zealand as necessary;

**Next Step**

For further information & confidential chat, contact Andrew on 04 499 5119 and email your cv through to [anne.smith@jobsmith.co.nz](mailto:anne.smith@jobsmith.co.nz)