



## Sales Manager Opportunity

**Garrette Custom Homes** -- a growing Puget Sound homebuilder-- seeks an experienced, professional Sales Manager. Located in **Tacoma, WA** this position provides sales team leadership to fulfill Company goals and strategic plans.

If you have demonstrated leadership, management, communication, team building and motivational skills, you are encouraged to apply. This is a full-time position; **compensation package includes base plus bonus plus benefits. This position is also eligible for profit sharing.** The Sales Manager reports directly to the Company President. This position is open due to continued growth.

An ideal candidate enjoys a challenge and thrives on making positive contributions to Company goals while exemplifying our core values including: **Integrity, Respect, Teamwork, Accountability, Candor and Humility.** Our Company culture is team-oriented, supportive and customer-centered. GCH employees take great pride in their work and have a genuine enthusiasm for seeing customers' dreams realized. Please see our website for additional information: [www.gchpugetsound.com](http://www.gchpugetsound.com)

### Responsibilities include:

- Hire, train, retain and lead top sales team
- Development and facilitation of sales training in alignment with business objectives
- Market analysis to advise land acquisition and ensure strong absorption
- Budgeting
- Sales contract review, negotiation and approval
- Customer interaction and follow up
- Coordination of homebuilding process; anticipating and resolving any potential delays
- Contributing to the development of new business to meet or exceed sales goals
- Exceptional customer service
- Implement marketing campaigns to positively brand builder and drive traffic to new home communities

### Skills/Requirements:

- 5-7 years sales leadership experience in the residential construction field
- Bachelor's degree in business/sales field or Associates degree with equivalent experience
- Self-motivated, energetic and driven
- Supportive and results-oriented coach of the sales team
- Leads by example to demonstrate desired organizational culture and positive results
- Strong work ethic
- Logical decision-making abilities
- Creative and proactive problem solver
- Exceptional interpersonal and verbal/written communication skills
- Strong organizational abilities; reliable, follows through and achieves goals
- Proficient in using contact management software (ACT) and MS Office

Successful completion of a pre-employment drug test and background check may be required as part of our hiring process.

For consideration, please forward:

- 1) A completed **Career History Form (Application)** found at the following link: <https://ts.tgsnapshot.com/signup.cfm?DL=4555>

**NOTE: To be considered, the Career History Form must be completed.**

- 2) **Upload your résumé and cover letter including compensation requirements.**

If you have questions about the application process, inquire via email with our recruiter at: [SM@TJandassociates.com](mailto:SM@TJandassociates.com)  
**We are proud to be an Equal Opportunity Employer.**