



Sales Manager (Residential Construction Experience)

Pacific Lifestyle Homes -- a growing Pacific NW homebuilder-- -- seeks an experienced, professional Sales Manager. Located in Vancouver, WA (approximately thirty minutes from Portland, OR) this position provides sales team leadership to fulfill Company goals and strategic plans. **Our compensation package includes base plus bonus plus benefits.**

If you have demonstrated leadership, management, communication, team building and motivational skills, you are encouraged to apply. This is a full-time position reporting to the VP of Sales and Marketing.

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 work environment is team-oriented, supportive and customer-centered. PLH employees take great pride in their work and have a genuine enthusiasm for seeing customers' dreams realized. To learn more, please see our website:

www.pacificlifestylehomes.com

For additional information about **PLH's Company Culture**, we invite you to view the video at the following link:

<https://youtu.be/2sNbXsz8D8c>

Responsibilities include:

- Developing new business to meet or exceed Company sales goals
- Hiring, training, coaching and leading top sales team; conducting weekly sales meetings
- Developing and facilitating effective sales training in alignment with business objectives
- Actively participating in the closing process
- Effectively utilizing CRM tools; providing CRM training
- Participating in competitive market/trend analysis to positively impact land acquisition, marketing and sales strategies
- Contributing to sales forecasting, budgeting and goal setting processes
- Developing regular sales reports
- Sales contract review, negotiation and approval
- Customer interaction and follow up
- Providing exceptional customer service
- Planning and conducting a variety of broker and customer events to maximize sales results

Desired Knowledge, Skills and Abilities:

- 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
- Demonstrated ability to develop and facilitate effective sales training
- Proficient in using contact management software and MS Office

Successful completion of a pre-employment drug test and background check are steps in our hiring process.

For consideration, please forward:

1) A completed **Career History Form (Online Application)**** found at the following link:
<https://ts.tgsnapshot.com/signup.cfm?DL=5037>

****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:
PLHSM@TJandassociates.com

We are proud to be an Equal Opportunity Employer.