



Sales Manager of the Year

Sales Manager of the year must be a full-time sales manager who has shown considerable judgment, initiative and motivation in order to manage the sales performance and activities of new-home communities. Responsibilities include recruiting, hiring, training and supervising on-site sales agents. Candidate must be a member of the HBA or employed by a member company.

Candidate's Name:
Company Name:
Phone:
Email:

Please attach a statement that includes information on:

- Number of homes sold (NET) 1/1/2017 through 12/31/17
- Estimated number of homes built this year by entrant's division
- Number of employees directed
- Number of Communities (tracts)
- Number of future projects
- Number of counties managed
- County/Counties of operation
- List entrant's job duties and responsibilities
- Describe any unusual obstacles or challenges with customers or sales team
- Describe motivation and management techniques
- Describe recruiting and sales team training
- Other functions supervised by entrant (resale, design center, escrow, etc.)
- Industry activities (SMC, BIA, Committees, Director/Officer, etc.)
- Self-improvement, management and other educational activities pursued by entrant to increase managerial effectiveness
- Entrant's professional designations (MIRM, GBI, LCDM, CMP, etc.)

Submitted by:	Title:
Company:	
Phone:	Email:



Entry statement: