



## Sales Manager of the Year

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 or leasing agents.

**Entries judged on the candidate's positive aspects and measurable work performance.**

### Entry Requirements

- Complete this form, including written statement
- Digital photo of candidate
- Video Interview (refer to p. 2 of entry packet for questions)

<b>Name of Entrant</b>
<b>Company Name</b>
<b>Submitted by Title/Position</b>
<b>EMAIL</b>
<b>Phone</b>

### Please attach a statement that includes information on:

- Number of homes sold (NET) 1/1/20 to 12/31/20
- 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

### Please attach a statement that includes information on:

- List entrant's job duties and responsibilities
- Industry activities (SMC, HBA, Committees, Director/Officer, etc.)
- Describe training for sales staff conducted or staged by entrant (dates, locations, etc.)
- Other functions supervised by entrant (resale, design center, escrow, etc.)
- Non-industry involvement activities
- Self-improvement, management and other educational activities pursued by entrant to increase managerial effectiveness
- Entrant's professional designations (MIRM, GBI, LCDM, CMP, etc.)