Excel Homes
Position: Vice President of Sales (Multi-Family)
Calgary

We first broke ground in 1988. Since then we've built over 11,000 homes and received over 50 builder awards for design and industry excellence. Today, our mission is simple - to create a home-buying experience that delivers the most joy and value to the homeowner.

In partnership with GableCraft Homes and Apex Land, Excel Homes is embarking on a period of significant growth across single and multi-family residential development. Through its existing business and new partnerships, Excel is Involved in exciting projects in British Columbia and Alberta.

Taylor Ryan is pleased to be leading the search for a new Vice President of Sales to focus on the multi-family division. Projects will range from townhomes to wood-frame and high-rise concrete condominiums across multiple geographic regions.

The Vice President of Sales will oversee the sales program for Excel's multi-family projects. This involves the development and implementation of the sales strategy, overall management of the sales team, and all related forecasting, goal setting and budgetary responsibilities. This individual will also play a significant role in new product development and setting up the sales programs across new Canadian markets as part of the company's expansion plans.

The successful candidate will have experience both in selling new homes (preferably multi-family) and in a multi-project sales management capacity. The incumbent must be driven and self-motivated, possess strong leadership and problem solving skills and display a successful track record of sales. A post-secondary level education is a must.

The successful candidate will benefit from a high growth business environment and the ability to shape the companies' multi-family sales program. Excellent compensation and future partnership opportunity exists.

To apply, please include "Vice President of Sales" in the subject line and forward your resume (Word format) to Joanna O'Callaghan at: info@taylorryan.com