

# Area Sales Manager

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Genesis Builders Group – Calgary, AB

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**FEBRUARY 2026**

## Company Overview

Genesis is a Calgary based award-winning land developer, creating innovative and successful communities in the Calgary Metropolitan Area, and is also a residential homebuilder through its subsidiary Genesis Builders Group. Genesis is committed to supporting its communities through partnerships like the Genesis Centre of Community Wellness and Genesis Place Recreational Centre. The Corporation's common shares are listed on the Toronto Stock Exchange (TSX: GDC).

At Genesis we believe in the power of relationships. We take pride in our work and our organization. We dare to dream and above all, we value integrity. We offer competitive wages, one of industry's best health & benefit packages, continuing education reimbursements, and career growth within the Genesis team.

*Position Title:* Area Sales Manager  
*Reports To:* Sales Manager  
*Job Type:* 100% Commissioned  
*Location:* Calgary and Surrounding areas, AB

The Area Sales Manager is an integral part of the Genesis Sales team. The successful candidate will have an established track record in new home sales, be technically proficient, and flexible with taking on, learning, and adjusting to all new tasks assigned.

## Role Responsibilities

- Lead sales activities within the assigned community.
- Present accurate information to prospective buyers, including corporate details and home/lot showings.
- Review purchase agreements, plans, materials, and construction progress; liaise with lenders and mortgage brokers as needed.
- Ensure full compliance with FINTRAC requirements for all sales transactions.
- Support product development, market research, and competitive analysis.
- Provide timely marketing and sales reporting for the area.
- Monitor sales activity and stay informed on relevant community events and services.
- Other duties as assigned by the Sales Manager.

## Competencies and Skills Required:

- Minimum of three (3) years of experience in new homes sale with proven track record.
- Highly motivated to lead the sales program and enjoy working in a high-paced sales office.
- Good organizational skills with the ability to get things done according to timelines provided.
- Exceptional customer service with a focus on achieving results.

### Working Conditions

- Work normally requires high level of effort in organizing, writing and reviewing requests and reports.
- Work frequently requires periods of low to moderate level of physical effort in walking, climbing, lifting, plus manual dexterity.
- Hours of Work: Show home hours, 5 days per week (3 days during week 1:30 pm – 8:00 pm, 2 days on weekends 11:30 – 5:00 pm) plus additional time as necessary to complete job. Friday from 8:00 am to 3:00 pm. Calgary/Airdrie and surrounding area.

All interested and qualified applicants please apply by sending your resume to **Human Resources Department** at [careers@genesisbuilds.com](mailto:careers@genesisbuilds.com) with the subject line “**Area Sales Manager**”.

*We thank all applicants for their interest; however only those selected for an interview will be contacted. No telephone or agency inquiries please.*