



## SALES TEAM MEMBER

**COMPANY:** Jayman BUILT  
**LOCATION:** Calgary, AB  
**TYPE:** Full-time

### JOB DESCRIPTION:

## A Profession in New Home Sales? The Journey Starts Here.

Three possible positions available for you as a professional salesperson at Jayman BUILT. Based on your experience, we have three options for you:

### Level 1 – Host or Hostess:

- The first level is an hourly position for a Host or Hostess. Starting wage is \$16.00 per hour.
- Prime hours are Saturday and Sunday at 6 hours per day or full time at 38 hours per week. If 25 hours are consistently worked, you will be eligible for benefits.
- As a Host or Hostess, you not only receive onsite training, but you're also present for sales meetings which includes:
  - Training in product.
  - Overcoming objections.
  - Closing and Referrals.
  - Show home presentation.
  - Cultivating new prospects.

## Attributes of a Host or Hostess:

- Professional attire and manor.
- Show up with high energy.
- Desire to learn and grow.
- Integrity.
- Team player.
- Curious.
- Thirst for delivering Customer Experience.
- Sales acumen.

## Level 2 – Sales Associate:

- When you qualify to become a Sales Associate, you receive up to a 3-month training salary of \$2,600 per month and \$1,000 commission per home sold during the onboarding in that community.
- Support and train under the Area Sales Manager.
- You will then qualify for Professional Home Builders Institute training which consists of:
  - Professional Selling 1 & 2, & Customer Service.
- After the 3-month training you will transition to commission with earning potential of \$40,000-\$100,000.
- Addition benefits includes:
  - Health, Dental, Long-Term Disability and Life Insurance benefits.
  - Group RSP.
  - Opportunity to participate in a unique Jayman Employee Investment Program.
  - 3 weeks vacation.
  - Jayman annual comprehensive sales training.

## Attributes of a Sales Associate:

- 1-2 years of sales experience.
- Loyalty and supportive.
- Sense of urgency.
- High attention to detail.
- Self-motivated.
- Pride of the brand & a Belief in the Jayman Way.

## Level 3 – Area Sales Manager:

- When you qualify you are eligible for the opportunity to manage and grow one of Jayman's premium franchises with the support of the entire Jayman team, including:
  - Multiple show homes.
  - State of the art sales centre.
  - Award-winning designs.
  - Customer Centric Proprietary Process and Systems.
  - Delivering World Class Customer Experience.
- Earning potential is \$93,600-\$300,000 +

## Attributes for an Area Sales Manager:

- 3-5 years of sales experience.
- Mastery of the Jayman Way.
- Driven to be number 1.
- Responsible to meet or exceed sales budgets.
- Leader and mentor.
- Ownership of the Customer Experience.
- Coordinating all departments to deliver the Jayman process.
- Clear and thorough understanding of the construction process.
- Desire to continually grow.
- Ability to communicate ideas and feedback to improve the Jayman brand.

Join the award winning Jayman BUILT team and contribute to our exceptional track record, with over 30 thousand homes built in the last 42 years.

Please send your resume and cover letter to apply at [careers@jayman.com](mailto:careers@jayman.com).

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