

**DIRECTOR OF SALES**  
**Constellation HomeBuilder Systems Corp.**  
**Markham, Ontario**

**THE COMPANY**

As the largest provider of software and services in the building industry, Constellation HomeBuilder Systems has two goals: to empower builders with information to drive business objectives and to simplify the process of building homes and condos so our customers can maximize their return on technology investment.

We provide innovative solutions as standalone or integrated systems, and our team of home building software experts bridges the gap between construction and technology. Our software is built on the feedback and best practices provided by our customers – the best and brightest home builders across North America.

Our parent company is Constellation Software Inc. (CSI), a well-capitalized, publicly traded Canadian software company that specializes in vertical market software ([www.csisoftware.com](http://www.csisoftware.com)). The CSI group of companies is a leading developer of technology solutions for vertical markets globally. We are a publicly traded company on the Toronto Stock Exchange (TSX symbol is CSU). We offer the benefit of working with an aggressive growth-oriented company while enjoying the support and opportunity of being part of a large organization.

**POSITION**

The director of sales will work closely with the general manager and senior leadership team to develop, analyze, and implement strategic growth initiatives and sales activity. The core responsibilities of the position are:

**JOB RESPONSIBILITIES**

- Responsible for the success of the new customer and existing customer sales teams
- Establish effective processes for sales strategy, campaign management, and territory planning
- Establish professional executive-level relationships with potential new customers and existing customers
- Effectively manage a team of in-office and remote sales representatives
- Increase usage of our products and services across our customer base and the North American homebuilding industry
- Work closely with marketing to execute campaigns and collect required data to measure the effectiveness of campaigns
- Achieve or exceed monthly, quarterly and annual sales objectives
- Work efficiently and effectively with the other directors in marketing, customer care, professional services, research and development, finance and customer success to achieve company objectives
- Identify data-based trends and customer needs to help continuously enhance our products and services
- Other responsibilities as required

## **JOB QUALIFICATIONS**

- 5+ years of experience and success in software sales management while leading and growing a team
- Bachelor's Degree or higher preferred
- Excellent organizational, time management and customer service skills
- Excellent communication skills (in-person, phone and written)
- Excellent presentation skills (online and onstage)
- Ability to get results and meet commitments in a fast-paced environment
- Experience working with Salesforce, Marketo, and other modern sales and marketing solutions

In addition to the above role-specific requirements, we have expectations that apply to all our team members.

### **General Requirements:**

- Honesty
- Confident and passionate, but no ego
- Patience with others
- Rational thinker with a curiosity for data and analysis
- Resourceful and willingness to utilize technology
- Ability to travel in North America for events, sales meetings and other customer visits

We are focused on changing the homebuilding industry through great software and services and are looking for exceptional people to join us.

This position will be located in our Markham, Ontario, Canada office.

IS THIS YOU?

To apply for this position please submit a resume and cover letter to:

Human Resources at [jamie.brown@constellationhbs.com](mailto:jamie.brown@constellationhbs.com)

"An Equal Opportunity Employer"