



**REGIONAL SALES MANAGER**  
**Constellation HomeBuilder Systems**  
**(CustomerInsight Group Division)**  
**Markham, ON**

**The Company:**

Constellation HomeBuilder Systems (CHS) is the leading software vendor exclusively focused on the homebuilding industry. Our comprehensive suite of homebuilding software solutions ranges from production and accounting, new home sales and marketing, home warranty and service and home builder website solutions. It is North America's fastest growing and most successful provider of fully integrated information management solutions for homebuilders. Our team is composed of experienced and motivated self-starters who enjoy the thrill of working in a fast-paced environment.

Our parent company is Constellation Software Inc. (CSI), a well-capitalized, publicly traded Canadian software company that specializes in vertical market software (<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.

**The Position:**

Constellation HomeBuilder Systems is a dynamic and empowering environment comprised of motivated self-starters who enjoy the thrill of working at a fast-pace. We are currently seeking an ambitious, self-starter with a strong "hunter" mentality to fill the role of Regional Sales Manager within the CustomerInsight Group division. This person will learn about our prospects' businesses, our industry, our business, and our products. This person will build and maintain relationships with prospects, identify and close sales opportunities, participate in industry events and engage stakeholders at multiple levels within prospective customer organizations.

**Job Responsibilities:**

- Revenue Generation through acquisition of new customers
- Establish regular productive meetings with targeted prospects to communicate product/company developments and react to changes in their business
- Identify sales opportunities for new products and modules with regular phone calls and prospect visits
- Travel within Canada and United States
- Promote and maintain a high quality, professional, service-oriented company image among prospects
- Work closely with marketing to execute campaigns and collect required data to measure the effectiveness of campaigns
- Manage professional sales cycles and coordinate with other subject matter experts to ensure sales success
- Achieve monthly, quarterly and annual personal and team sales objectives
- Other responsibilities as required

**Job Qualifications:**

- Bachelor's degree or college diploma.
- 5-7 years of experience in B2B sales with a demonstrable history of generating and closing deals over \$100k.
- Previous experience within construction, software or real estate industries is an asset
- Excellent communication skills (in-person, phone and written)
- Excellent presentation skills (online and onstage)
- Outgoing and friendly personality
- Self-starter, ability to work well within guidelines while being creative
- Ability to get results in a fast-paced environment
- Experience with Salesforce.com, Marketo and other modern sales and marketing software

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

**General Requirements:**

- Honesty
- Concentrated focus on product users and the user experience
- Work outside your comfort zone
- Confident and passionate, but no ego
- Patience with others
- Rational thinker
- Resourceful and willingness to utilize technology

We are focused on changing the construction industry through great software, and superior customer focused efforts and are looking for exceptional people to join us. We are an aggressive company with a focus on experimenting, which gives our individual contributors great ownership and more input into decisions than is possible in traditionally structured corporations.

You will be working closely with other team members, so the ideal candidate will reside in an area close to one of our existing offices.

**Is This You?**

To apply for this position please submit a resume and cover letter to:  
Human Resources at [ccaswell@customerinsight.ca](mailto:ccaswell@customerinsight.ca)  
"An Equal Opportunity Employer"