

Sales Manager of the Year



Judging Criteria: The Sales Manager of the Year is the individual who, in the opinion of the judges, has demonstrated excellence in the management of residential sales personnel and who has motivated his/her sales team to produce the maximum number of sales and closings possible.

Name of Entrant: _____

Company Name: _____

Submitted by Title/Position: _____ Phone: _____

Address: _____

City/State/Zip: _____

Signature _____ Date: _____

1. Number of homes sold (NET), 1/01/2006 to 12/31/2006 _____

2. Dollar volume of homes sold, 1/01/2006 to 12/31/2006 _____

3. Number of sales people/others supervised _____

4. List entrant's job duties and responsibilities _____

5. Industry activities (SMC, BIA, HBC, Committees, Director/Officer, etc.) _____

6. Describe training for sales staff conducted or staged by entrant (dates, locations, etc.) _____

7. Number of communities (tracts) and counties managed by entrant _____

8. Other functions supervised by entrant (resale, design center, escrow, etc.) _____

9. Non-industry involvement activities _____

10. Self-improvement, management and other educational activities pursued by entrant to increase managerial effectiveness _____

11. Entrant's professional designations (MIRM, GBI, LCDM, CSP, CMP, etc.) _____