**Cat 07 – Sales Leader/Manager of the Year**

Sales or Leasing Manager who has shown considerable judgment, initiative and motivation in order to manage the sales performance and activities of new-home communities. Responsibilities include recruiting, hiring, training and supervising on-site sales or leasing agents.

Entries will be judged on the candidate’s positive aspects and measurable work performance for the period of January 1, 2021 and December 31, 2021

**Open to self-nomination or nomination by one’s peers or supervisors**

**Category 7 requires a 15-minute personal interview on March 3**

* Interviews will be held at HBACA Offices.
* Candidates will be contacted with a specific interview

Please complete all fields as applicable to your entry submission

This information will be used for finalists/winners credits and for awards engraving.

|  |  |
| --- | --- |
| Entry NumberFormat: category-uniqueID; Example: 01-1234 |  |
|  |  |
| Candidate Name(s) |  |
| Company Name |  |
| Candidate Title/Position |  |
| Candidate Email(s) |  |
| Candidate Phone (very important) |  |
|  |  |
| Net Number of Homes SoldDurning sales period |  |
| Estimated Number of Homes Built This Year  |  |
| Number of Employees Directed |  |
| Number of Communities (Tracts) |  |
| Number of Future Projects |  |
| Number of Counties Managed |  |
| County/Counties of Operation |  |

ENTRANT STATEMENT

In 300 words or less, provide a statement explaining and addressing the following:

* List entrant’s job duties and responsibilities
* Industry activities (SMC, BIA, Committees, Director/Officer, etc.)
* Describe training for sales staff conducted or staged by entrant (dates, locations, etc.)
* Other functions supervised by entrant (resale, design center, escrow, etc.)
* Non-industry involvement activities
* Self-improvement, management and other educational activities pursued by entrant to increase managerial effectiveness
* Entrant’s professional designations (MIRM, GBI, LCDM, CMP, etc.)