

VACANCY: SALES AND MARKETING MANAGER LOCATION: HAMILTON

TAKE OWNERSHIP OF YOUR CAREER

Join the Urban Homes team as Sales and Marketing Manager.

Are you passionate about creating positive outcomes? Skilled at allocating resources to different projects and setting short-term and long-term department goals? Do you have exceptional project management skills and even better communication skills?

At Urban Homes, we're looking for a Sales and Marketing Manager to join our award-winning team, someone who rises to the challenge of delivering awesome projects on time and to budget.

ABOUT THE ROLE

This is a senior role that will be part of the leadership team. The core objective of the role is to ensure the continued growth of the business.

Sales

This role will lead the existing sales team and create an environment in which they can thrive and deliver industry-leading results. This will involve:

- Providing inspiration and vision to the team and engaging them consistently to succeed
- Training and developing the sales team
- Understanding the customer experience and continually improving every customer's journey through the sales process
- Creative thinking and trialling innovative new ways of selling homes
- Delivering against company growth targets

Marketing

You will take the lead on brand and marketing. Working with an external agency for support, you will ensure the company brand is the most iconic brand in its markets. You will be responsible for:

- Maximising all marketing spend to build the brand of the company and deliver growth
- Ensuring the company is known for its values and what truly drives it

- Creating innovative and cost-effective ways to engage the market
- Continually improving brand exposure and perception.

You will have:

- Extensive experience leading Sales and Marketing at a senior level
- Proven and demonstrable stories of your success leading industry best sales and marketing
- History of strong planning and execution
- Left a legacy of people who have grown

ABOUT YOU

You will be HUNGRY in your pursuit of excellence, always looking for ways to do better and improve systems and processes. Your impeccably high standards will mean you

deliver excellence, every time. You will be looking to build a solid base and grow your role at Urban Homes.

You will be HUMBLE in your approach, respecting your colleagues and building relationships based on open communication, trust and respect.

You will be SMART. Not just process smart, but people smart. You'll embrace peer to peer accountability and always be looking for ways to support your colleagues. Our reputation is built on building beautiful, quality homes. You will play an important role in ensuring all our clients' projects become a masterpiece.



ABOUT URBAN HOMES

At Urban Homes, building is in our DNA and we are passionate about seeing our clients take ownership of their dream home. Our industry is competitive, but our standards are high. It's part of our recipe for success.

We also like to have fun. Our office is lively and professional. You'll enjoy Friday lunches, friendly banter, social sport and annual trips away. We care about our team and are committed to ensuring you have the support and resources to take ownership of your career in our award-winning company.

For further details, please contact Vinny Hubbard at Urban Homes on (07) 839 5570 or vinny.hubbard@urban.co.nz