2017 Sales Manager Citation and Sales Manager of the Year

(Use this form if applying for both a Citation and Sales Manager of the Year)

Applicant Name: _____

Firm Name: _____

Number of Homes Placed Under Contract in 2017 _____

Number of Homes Closed in 2017 _____

Dollar Volume Placed Under Contract in 2017 _____

Dollar Volume Closed in 2017 _____

Number of Active Salespeople: _____

Average Sales Price: _____

Number of Communities: _____

Entry Checklist

_____ 100-500 word typed statement addressing all of the components listed in the judging criteria.
_____ 2 Letters of recommendation from builders, co-workers or staff must be provided
_____ Upload Closed Sales Report from Matrix for each community

Judging Criteria

A Broker, sales manager or sales supervisor with sales management responsibilities will get credit for the total dollar volume of new home sales achieved by his or her staff.

The sales manager's primary responsibility must be the management of a sales staff and may not have any personal sales with commission earned from any sale of homes in the communities where he or she also manages other sales people to count them for purposes of this award.

Nominee must be an active member of the Sales & Marketing Council of Greater Savannah. Additional criteria to be judged on Recruiting Techniques, Training Techniques, Motivation, Management Techniques, Involvement in the Sales and Marketing Council and Industry Involvement.

To qualify under these categories, a sales manager must have reached or exceeded the following annual sales volumes during the 12 month period between January 1, 2017 and December 31, 2017:

Bronze Citation: **$5,000,000 to $9,999,999 in CLOSED Sales Volume**

Silver Citation: **$10,000,000 to $24,999,999 in CLOSED Sales Volume**

Gold Citation: **$25,000,000 to $49,999,999 in CLOSED Sales Volume**

Platinum Citation: **$50,000,000 and over in CLOSED Sales Volume**