

WE'RE HIRING

Sales Manager

Intelligent living starts with the team behind it.

DEPARTMENT

Sales

LOCATION

Surrey + Langley

REPORTS TO

VP Sales + Marketing

DATE POSTED

May 2026

We're looking for an experienced Sales Manager ready to lead through the most exciting chapter in our history.

2,500+

Homes coming to Surrey & Langley over the next five years.

30+

Industry awards, including two national recognitions.

30

Years of building homes across the Lower Mainland.

01

About Zenterra

Zenterra Developments is an award-winning multi-family residential developer with nearly 30 years of experience building homes in the Lower Mainland. We offer the kind of work that adds up to something meaningful, surrounded by smart, ambitious, and motivated people. We are building over 2,500 homes in the next five years in Surrey and Langley alone. This is a golden opportunity to join an established developer that is about to scale, and we expect it to be one of the most exciting chapters in our company's history.

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About the role

As we enter this next chapter, we are looking for an experienced Sales Manager to lead our growing sales team and help deliver an exceptional experience for homebuyers and realtors alike. You will oversee a team of Sales Representatives and Coordinators across active presale programs, with a focus on multi-family residential condominiums.

You are a seasoned professional with a strong realtor network, deep competence in BC real estate, and the leadership instincts to set the standard for your team. Technical knowledge matters here, but so does your attitude. We value people who lead by example, work well with others, and bring professionalism to everything they do.

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What we offer

This is a full-time, permanent position offering a competitive base salary plus commission on units sold. Health and dental benefits begin after three months of employment.

At Zenterra, our people are empowered to make decisions, take ownership, and contribute in meaningful ways. It is a philosophy that has earned us 30+ industry awards, including two national recognitions, and built a culture grounded in trust, inclusivity, and honest communication. We take responsibility seriously and we do not shy away from difficult conversations. Your growth is something we invest in, and you can expect to learn well beyond your immediate focus. After all, when you grow, we grow too.

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What you will be doing

LEADERSHIP & TEAM

- Leading the sales team to achieve goals and targets while maintaining a positive, high-performance culture
- Mentoring sales staff on Disclosure Statements, Addendums, Purchase Agreements, and Assignments – ensuring they understand all sales materials and applicable regulations
- Overseeing all deals executed by the sales team, ensuring compliance with REDMA and all relevant regulations
- Monitoring and analyzing sales performance metrics and implementing corrective actions as needed

CUSTOMERS & BRAND EXPERIENCE

- Delivering an exceptional brand experience for current and prospective homeowners and realtors
- Capturing and managing prospect information and executing timely follow-ups
- Collaborating with the marketing team on strategy and ensuring effective execution by the sales team

COMPLIANCE & COMPLETIONS

- Maintaining a high level of understanding of Disclosure Statements, Addendums, Purchase Agreements and Assignments to ensure compliance with relevant laws, regulations, and ethical standards in all sales activities
- Overseeing the homeowner completion process, including all completion procedures and liaising homeowners, realtors, lawyers, property management and construction

DAY-TO-DAY

- Preparing a daily and weekly sales activity report
- Attending weekly sales meetings at head office and preparing agendas
- Working at the sales centre during regular hours, with the ability to work a flexible schedule for special events and sales launches as required
- Strong commitment to follow up with realtors and prospects
- Liaising with realtors and managing brokers to coordinate personalized realtor events and brokerage events

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What you bring

EXPERIENCE

- A minimum of **seven (7) years** of demonstrated success in multi-family pre-sales
- Proven track record of meeting or exceeding sales targets in residential real estate
- Experience leading and managing direct reports
- Hands-on experience with the homeowner completion process including closing documentation, walk-throughs, and key handovers
- Strong understanding of REDMA and BC real estate regulations

KNOWLEDGE & TOOLS

- Working understanding of the Real Estate Development Marketing Act (REDMA).
- Proficiency with MS Office — Outlook, Word, Excel and PowerPoint
- Experience working with a CRM; experience with Follow Up Boss and Avesdo would be considered an asset

SKILLS + ABILITIES

- Exceptional attention to detail, time management, and ability to work under pressure
- Valid, current driver's license with access to a motor vehicle
- Ability to commute daily to a variety of locations in Langley and Surrey.

YOU ALIGN WITH OUR CORE VALUES

- **Pay attention to detail**
- **Forge enduring relationships**
- **Get it done**
- **Act with serious purpose**
- **Deliver homes to be proud of**

Ready to build something meaningful?

Send your résumé and a short note about why this role appeals to you to careers@zenterra.ca. We review every application personally.

APPLY NOW!

Zenterra Developments is an equal-opportunity employer. We thank all applicants for their interest; only those selected for an interview will be contacted.