

Position Specification

Beazer Homes USA, Inc.

Director, Investor Relations and Corporate Communications

November 2009

Contact Information

Potential candidates or those who would like to make a referral are invited to contact:

Fred Fratto

Sr. VP- Human Resources, Beazer Homes

Direct dial office: 770.829.3711 Mobile: 678.427.0117

Director, Investor Relations and Corporate Communications
Beazer Homes USA, Inc.
Position Specification

Position: Director, Investor Relations & Corporate Communications
Company: Beazer Homes USA, Inc. [NYSE: BZH]
Location: Atlanta, GA
Reporting Relationship: Reports to CFO, works closely with CEO, Chief Counsel and others

Company Overview & Culture

Beazer Homes USA, Inc., headquartered in Atlanta, is one of the top ten homebuilders in the United States, based on number of homes closed. Our ongoing operations are geographically diversified in 16 states across the country, and our high performance homes, featuring eSMART design and construction features, are designed to appeal to homebuyers at various price points across various demographic segments.

Our long-term business strategy focuses on providing our customers with high performance homes, while seeking to maximize our return on invested capital over time. Beazer Homes' legacy includes building homes for America's families for over 50 years - over 100,000 in the last 10 years alone. Beazer Homes has been listed on the New York Stock Exchange since 1994 under the ticker symbol "BZH".

The company's culture is built around the commitment to earning the trust of customers, employees and partners through open communication, responsiveness and respect. In addition to being values-based, the culture can be described as customer centric, fast paced and performance driven with a focus on compliance and the highest ethical standards in all business activities. Successful leaders have the ability to take initiative and work independently when required but also collaborate with co-workers at all levels to address complex matters.

Primary Responsibilities

- Develop investor presentations and marketing materials for quarterly earnings calls, institutional investor conferences, annual meetings and the IR website.
- Create communication strategies to target existing and prospective institutional investors.

- Build and manage professional relationships with sell-side equity and credit research analysts and investors, and buy-side equity and credit research analysts and investors.
- Evaluate industry trends to assess company performance relative to macro drivers.
- Analyze competitor performance to create industry trend reports for CFO, CEO and Board of Directors.
- Track monthly turnover in shareholder base to identify and evaluate changes in the holder mix based on investor style, holding periods and geographic concentrations.
- Work closely with Corporate Marketing and General Counsel's office to develop internal and non-consumer external communications.
- Manage all external vendor relationships, contract negotiations and service invoicing.
- Develop annual report, investor kits and presentations, and supporting collateral materials necessary for use with the investment community.
- Maintain investor relations calendar and schedule of events.
- Design and maintain the content of investor relations web site.
- Organize and participate in programs such as investor conferences, one-on-one investor and analyst visits, and marketing road shows.

Key Skills and Experience

- Bachelors degree
- 7 years or more experience in the real estate, housing or finance industries, preferably with some time in investment banking, equity research or investor relations.
- Excellent analytical, problem solving, and process improvement skills.
- Working understanding of financial statements and financial reporting.
- Exceptional communication skills – verbal and written.
- Exceptional attention to detail.
- Strong understanding of the professional investor/analyst universe – including both buy-side and sell-side institutions.

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