

Function

New Home Sales Consultant

Overview

In this role you will work closely with customers throughout the entire design/sales process to ensure they are 'WOWED' every step of the way. You will guide them through to the completion of the contract in a successful and timely manner.

Key Measurables

- 12 contracts signed per annum
- An average of 80% or higher is expected on client surveys

Key Responsibilities

- Qualifying a client to accurately understand what is important to them in a home. Understanding budgetary requirements and design specifics.
- Working closely with our designer and establishing the needs of our clients to create and develop a home they are excited about building that will exceed their expectations and meet their budget.
- Provide accurate information to our estimating team for pricing.
- Scheduling appointments, calls and meetings.
- Handling and managing clients in a professional manner.
- Keeping records of all interactions with customers and documenting, using our CRM program.
- Achieving sales goals and targets.
- Building ongoing strong relationships with our customers, past, present and future to create relationships built on integrity.

Person Specification

- Organised and administrative
- Managing clients in a professional manner
- Strategic – looks for new sales/marketing opportunities
- Record keeping, using our CRM program
- Goal setter/achiever
- Team player
- Basic Estimating
- Contract documentation and presentation
- Relationship management with customers past, present and future – built on integrity
- Show home and home show hosting



Humble

- You'll treat our customers' projects as if they were your own
- You'll show respect for customers and staff, and their individual journeys
- Your reputation and results will speak for itself
- You'll bring a positive, friendly attitude to the team, and contribute to our supportive, hardworking environment

Hungry

- You'll be focused, driven and a high achiever, with impeccably high standards
- You're always on a path of improvement – looking for ways to do things better or get better results
- You'll have an appetite for pushing the boundaries

Smart

- You'll have an uncluttered, simple approach to managing and delivering projects
- Your EQ will be on par with your IQ. You'll be a natural at building great relationships with customers, staff and subcontractors