

VACANCY: NEW HOME CONSULTANT
LOCATION: COROMANDEL/BAY OF PLENTY

TAKE OWNERSHIP OF YOUR CAREER.

Join the Urban Homes team as a New Home Consultant.

Are you passionate about working with others? Do you like to take ownership of your own work day? Are you a stickler for a great deal and hold yourself to high performance standards?

At Urban Homes, we're looking for a New Home Consultant to join our award-winning team; someone who will make our clients' journey to home ownership memorable, remarkable and as enjoyable as possible.

ABOUT THE ROLE

As a New Home Consultant at Urban Homes, you will have proven sales skills, be an exceptional sales professional, and be committed to delivering your clients the best sales experience possible.

You will play a key role in bringing new clients into the Urban Homes business, ensuring they experience the Urban Homes way and achieve the home they have always dreamed of. As a New Home Consultant, you will treat every client home as if it were your own.

You will have:

- proven experience working in a sales position
- the knowledge and competency to effectively obtain new home contracts
- the ability to work closely with colleagues in other departments
- good time management skills to ensure clients receive sales presentations on time
- availability to work weekends, hosting visitors to our show homes
- the drive to work in a competitive sales environment where quality is paramount
- a passion for working with a supportive team to deliver the best service to clients

Experience in the new home industry is not essential. This role covers the Coromandel and Bay of Plenty areas and will require some days to be spent in our Whangamata Design Centre.

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 **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 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.



SALARY AND BENEFITS

As a New Home Consultant with Urban Homes, you have the opportunity to earn an attractive uncapped income and be well rewarded for your efforts.

For further details, please contact Lynn at Urban Homes on (07) 839 5570 ext.215 or email: lynn.power@urban.co.nz