

## VACANCY: NEW HOME CONSULTANT LOCATION: HAMILTON

# TAKE OWNERSHIP OF YOUR CAREER

Join the Urban Homes team as a New Home Consultant.

Are you passionate about creating positive outcomes? 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 in the Waikato.

### 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 opening the door to your clients' dream home.

Joining our busy team at the Urban HQ in Hamilton, you will play a key role in bringing new clients into the Urban Homes business, ensuring they experience the Urban Homes way, from the moment they step through our doors.

### You will have:

- proven experience in a sales position
- the knowledge and competency to effectively obtain new home contracts
- the ability to work closely with colleagues in other departments, including designers
- 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 delivering great experiences to clients
- your EQ will be on par with your IQ, as you focus on service delivery

Experience in the new home or building industry is not essential, however a desire to learn about the industry is required. This role covers the Waikato area and will require some days to be spent in our Hamilton and

Cambridge show homes.

### 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.

Working from our Hamilton HQ, you'll be part of a growing team with exciting new opportunities to help grow the business.



### 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 Urban Homes at [people@urban.co.nz](mailto:people@urban.co.nz)