



Example of New Home Sales Consultant Job Description

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Our company is growing rapidly and is hiring for a new home sales consultant. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for new home sales consultant

- Connecting with Realtors to schedule Welcome Home Center demonstration appointments
- Following up with potential customers about latest Lennar home-buyer incentive programs
- Demonstrating a strong effort to practice, utilize, and hone new sales techniques and strategies
- Processing sales purchase agreements and supporting documentation
- Conducting customer satisfaction surveys after closing to identify areas of strength and weakness in our services products and processes
- Ensuring that your Lennar community website is accurate and up to date with correct pricing community and product details
- Proactively monitoring competitors in the market, specifically their pricing, product details, current incentives offered, popular plans, and sales pace
- Monitor and meet CSMS goals
- Generate leads from customer referrals and core realtor group
- Conduct interviews to all prospects for current/future home sales, make presentations to model visitors, and demonstrate the models, spec homes and the amenities of the community

Qualifications for new home sales consultant

- Previous new home sales experience preferred, or 2+ years experience in

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- Minimum 2 years recent experience in new home sales or commission-based real estate required
- Minimum 1 year customer service or sales experience required
- Must have or be willing to acquire Real Estate license upon hire
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