



Example of New Home Sales Consultant Job Description

Powered by www.VelvetJobs.com

Our company is growing rapidly and is looking for a new home sales consultant. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for new home sales consultant

- Actively tours with prospective customers through the various home sites/lots to familiarize them with the community layout
- Effectively communicates the key differentiator touch points as to why the customer should purchase a home from the Company versus other builders
- Explains benefits of energy efficiency and other green features that are showcased throughout the homes
- Explains and processes sales documentation for prospective customers, including completing information required to complete the Company's form purchase agreement for homes in assigned communities
- Performs all necessary follow-up to ensure successful closing of sales in communities assigned
- Monitors and shops competitive products, providing feedback to management to ensure appropriate team members and management are kept abreast of changes in the market
- Engages customers using selling skills to drive profitable growth and achieve both team and individual goals
- Builds knowledge through ongoing learning and self-development to deliver an excellent customer shopping experience
- Maintains specified department merchandising and readiness to serve customers

- A minimum of 1 year of previous sales experience required
- New home sales experience preferred
- Frequent standing, walking (including stairs and uneven ground) and sitting
- May require occasional driving of customers from sales office to community lots
- Environmental conditions vary depending on weather, stage of production, and where work takes place
- 3 months of experience working in customer service, sales, or related fields