

## New Homes Sales Consultant

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Company: Scott Park Group

Location: South Bunbury

Category: other-general

SW1 Homes is a highly respected building company that aims to help make the Home Ownership Dream a reality for First Home Buyers in the South West.

As a New Homes Sales Consultant, you will enjoy great enquiry levels, get full design and costing support all whilst earning industry leading commissions. This is a unique opportunity to join a well-established and exciting brand within the Scott Park Group. SPG is backed by one of the largest home building groups in the world – Sumitomo Forestry Group. This ensures not only a great value proposition (product specifications, pricing, guaranteed build times and quality) but also real confidence for our customers and staff as we head into the future.

With a newly released Product Line-up and Retail Offering that is taking the Southwest to storm, leading to record high enquiry levels, a Brand New Website around the corner, Brand New retail showroom only months away and Brand New Displays about to open, there has never been a better time to join the success story of SW1!

We are open to training the right person, as long as they come from an industry with transferrable skills such as Telecommunication Sales, Door to Door, Solar and other networking type sales.

Are You?

Ambitious with an appetite for success & creating wealth?

Looking for an opportunity to grow a career rather than 'have a job'?

Passionate about Sales and Marketing?

Then we would like to hear from you!

We are looking for:

Experience in New Home Sales OR Other transferrable experience

A strong sales ability

A strong work ethic

Proven experience driving connections and networks

Excellent communication and negotiation skills

Interest in training and self development

Work autonomously and as part of a team

Friendly, professional and respectful

Requirements of this role include:

Managing new enquiry and nurturing existing enquiry within Hubspot CRM system

Working with potential clients to determine their new home needs, and budgets in a timely manner, converting interest to a sale

Proactively networking leads, prospecting and closing sales to achieve monthly sales targets

Providing consistent follow up to potential clients.

Developing lasting relationships with land development and real estate partners, mortgage broker and investment channels

We offer:

A management team focused on sales and delivering quality homes for clients in a timely manner

A comprehensive sales training program exclusive to the Scott Park Group

Display Homes with a rostering system to ensure you have a Work/Life balance

Fun & positive work environment with an abundance of support at many levels of the business.

Brand new staff hub opening in Bunbury within the next few months with designated Sales Area and state of the art customer facilities

Ability to operate as an independent Contractor with an ACN

If you are an enthusiastic Sales Professional who wants to be rewarded for effort and skill, then we would love to hear from you.

Note: We are a highly progressive company and value all applications, no matter your age or gender.

To apply - Hit the "Apply Now" button and ensure your Cover Letter tells a compelling story

about you and why you'd be a great fit for SW1. Hint: To get an interview, you'll need to STAND OUT!

Alternatively, feel free to email your Cover Letter and Resume to James Jeffery, General Manager, at [James@SW1Homes.com.au](mailto:James@SW1Homes.com.au)

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