

ROBERT SMITH

New Home Sales Associate

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SUMMARY

Over 35 years in new home sales, Broker license, GRI (graduate of the real estate institute) designation, SRES (senior real estate specialist) designation, Marketing specialist and consultant, training for new home sales associates, model minding and event planning.

SKILLS

Public Speaking, New Home Sales, Automobile Sales, Automobile Sales, Microsoft Office, Customer Relationship Management.

WORK EXPERIENCE

New Home Sales Associate

ABC Corporation - 2015 – 2020

- Met, greeted, qualified, demonstrated features and benefits of builders product, educate the prospect on value of homeownership, and earned their business.
- Updated managers on competition and results of the analysis.
- Coordinated community events for both the residents and real estate offices.
- Exercised self-discipline seasoned with self-motivation to deliver the highest level of productivity for my builder and customers.
- Followed up with print materials, emails, phone calls, special promotions, new product availability, mortgage programs, and whatever it took to get the job done.
- Initiated and created marketing materials/PR campaigns focused on promoting my community and product to the general public resulting in increased sales and awareness.
- Strived to be the example of a good citizen and woman of integrity above reproach.

New Home Sales Associate

Delta Corporation - 2010 – 2014

- Mattamy Homes, Jacksonville FL Cornerstone Homes, Jacksonville FL.
- Provided community and model home tours, effectively pre-qualified prospective homeowners and sold semi-custom luxury homes.
- Assisted homeowners with credit screening and mortgage qualification as well as custom floor plan and design selections.
- On-site sales associate at the Enclave at Brushy Creek selling in the [] range.
- Was responsible for selling the highest profit margin homes in the company.
- Managed sales of homes in Forest Creek subdivision in the [] and up price range.
- Worked with this builder until they discontinued building in the Austin area.

SCHOLASTICS

- BA In Christian Education