

ROBERT SMITH

New Home Sales Associate

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Over 25 years of New Home Sales Associate experience with both domestic and foreign buyers, as well as Short Term Vacation Home Sales to International investors. Proven team leader. Focused sales professional highly effective in establishing and maintaining relationships with potential and existing clients. Extremely motivated and ambitious.

FEBRUARY 2015 - AUGUST 2020

NEW HOME SALES ASSOCIATE - ABC CORPORATION

- Opened salesperson for this restart in the Montecito section of Estrella Mountain.
- Sold and managed nearly every sale in the community throughout 5 partners.
- Consistently high customer service ratings, low cancellation rate, and strong buyer satisfaction.
- Built extensive prospect, realtor, developer, association and competition relationships during my time in the area.
- Followed all transactions under two separate escrow companies due to acquisition.
- Worked single-handedly and as a team to train new agents.
- Worked Daily with the Construction Team to Address Homebuyer Issues Relating to Their Home.

2000 - 2015

NEW HOME SALES ASSOCIATE - DELTA CORPORATION

- All aspects of new home sales including community management, realtor outreach, coordination with lenders, departmental relationship management, problem solving, inspiring prospects to become buyers, keeping buyers excited, and building their vested interest in a home purchase.
- Taking a leadership role with buyers.
- Turned around a community that others could not previously sell, and had some of the companies top customer experience ratings (my community won awards in 5 of the last 10 months).
- Maintained a very low cancellation vs.
- contracts written percentage, one of the highest retention rates in the company for the year.
- Practiced superior file management, handed in complete, thorough, and well written contracts (required few corrections).
- Built relationships with my buyers, gained their trust and respect, and used follow-up to gain referrals.

EDUCATION

High School Diploma

SKILLS

Ms Word, Data Entry.