

ROBERT SMITH

New Home Sales Associate

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Professional New Home Sales Associate with ten + years of successful experience in New Home Sales, Residential Real Estate and home renovation in the Denver metro area.

CORE COMPETENCIES

Ability To Engage, Promote, Educate And Persuade...

PROFESSIONAL EXPERIENCE

New Home Sales Associate

ABC Corporation - 2015 – 2020

Key Deliverables:

- Managed inventory home sales, new construction and facilitated communications between homebuyers, construction manager and corporate office upper management.
- Managed community clubhouse including upkeep, HOA communications and existing homeowners concerns and events.
- Planned details for seminars focusing on empty-nester need requiring excellent public speaking and communication skills.
- Conducted Pre-Construction, Electrical and Pre-Drywall Orientations with the Homebuyers.
- Reached beyond expectations and sales quotas for the benefit of personal satisfaction.
- Sold a lot of homes even though I was the most expensive home in the community because people trusted me and wanted to do business with me.
- Continuously sold within the top 5% of the sales force during entire career with Centex Homes.

New Home Sales Associate

Delta Corporation - 2000 – 2015

Key Deliverables:

- Support sales management, with assisting in meeting, greeting, building rapport, overcome objectives, demonstrate model homes, inventory homes.
- Duties included accurate follow-up activities and records, home owner association inquiries, designing marketing mailers, weekly sales reports.
- Responsible for models/sales center opening and closing duties.
- Turned around a failing community within the first few months of employment Met or exceeded monthly sales goals.
- Successfully opened 2 new communities and had the two largest grand openings in the division in 8 years, including one 4-night campout.

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- Met or exceeded quarterly and yearly sales goals every year One of the 6 members of our Peer Leadership Advisory Board 2014 company trainer for .
- Assist customers at new homes communities.

EDUCATION

High School Diploma

