

# Robert Smith

## *New Home Sales Associate*

### PERSONAL STATEMENT

New Home Sales Associate Professional with a diverse portfolio of skills and solid record of achievement in all phases of sales, marketing, training and management with the ability and desire to make a significant contribution to the right company with a proven history to meet and exceed quotas.

### WORK EXPERIENCE

#### ***New Home Sales Associate***

**ABC Corporation - October 2005 - June 2006**

##### *Responsibilities:*

- Successfully presented, sold and closed standing inventory homes.
- Qualified all Guests generated from information center on all remaining inventory homes in a wide variety of price ranges to include \$200,000 to 2, Million with and without models.
- Set up sales office, assisted with the Family Members transition due to acquisition.
- Produced new marketing ideas for the changing market, participated in phone banks at night as necessary.
- Trained new business partners, exceeded all quotas to builders satisfaction.
- Kept up to date on all competition.
- Processed all purchase agreements and construction orders.

#### ***New Home Sales Associate***

**Delta Corporation - 2001 - 2005**

##### *Responsibilities:*

- Greeted, qualified and sold remaining standing inventory on acquired account in Palm Springs.
- Set up sales office with Prudential New Homes to help market Coachella Community.
- Produced new ideas for builder to increase sales and value.
- Successfully presented, sold and closed homes to developers satisfaction.
- Followed all escrows lenders and files, including competition.
- Making calls to all potential prospects on a daily basis and booking appointments from an extensive lead base and generating new leads Closing and .
- Making calls to all potential prospects daily and booking appointments from an extensive lead base and generating new leads Closing and negotiating .

### Education

GED

### **CONTACT DETAILS**

1737 Marshville Road,  
Alabama  
(123)-456-7899  
info@qwikresume.com  
[www.qwikresume.com](http://www.qwikresume.com)

### **SKILLS**

CFT, Word, Excel, Citrix.

### **LANGUAGES**

English (Native)  
French (Professional)  
Spanish (Professional)

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

Reference - 1 (Company Name)  
Reference - 2 (Company Name)