

Robert Smith

New Home Sales Associate

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Address: 1737 Marshville Road, Alabama

SUMMARY

To obtain a New Home Sales Associate position that will utilize my clinical, leadership, and nurse management skills to facilitate the management and care of patients.

SKILLS

Sales & Marketing, Account Management.

WORK EXPERIENCE

New Home Sales Associate

ABC Corporation - November 2006 - January 2008

- Recruited to work for this Fortune 500 Company to market and sell their luxury homes.
- Responsible for full cycle sales process; from marketing to follow up work post sale.
- Scheduled, managed and co-presented our teams weekly luncheon presentations to local brokers.
- Spearheaded, selected and implemented an initial Realtors Advisory Board for one of communities.
- Designed flyers and HTML to market featured homes to potential clients and realtors, via print advertising and blast email.
- Designed and created a competition report that was utilized in our quarterly project reviews.
- Produced \$4M to \$7M each year in new home sales which averaged anywhere from 20 to 40 sales per year.

New Home Sales Associate

Delta Corporation - 2003 - 2006

- Sales support for Sales counselor.
- Preparing floor plan packages, meeting & greeting new clients, taking sales phone calls (sales related) providing sales info., relaying messages via .
- General office duties to include copying, filing, message taking, returning sales calls.
- Worked on site and assisted customer from start to finish with the purchase of their new home.
- Mentored and trained new sales agents.
- Used Sales and customer service.
- Registered and profiled prospective buyers; toured guest through model homes and explained upgrades and options; data entry of buyers personal info.

EDUCATION

Business Administration