



NEW HOME SALES CONSULTANT: Garrette Custom Homes—Puget Sound-- a growing regional homebuilder based in Tacoma, WA -- seeks an energetic, positive and organized **Sales Professional** for our beautiful new communities and acreage properties. **Sales experience with new home construction is preferred but not required.** Training is provided. Retail sales experience is beneficial. (Local travel in South King and Pierce Counties only; no travel North of I-90.)

The New Home Sales Consultant is responsible for selling new homes to achieve Company sales goals by creating a professional, positive customer experience. This opportunity is open due to continued Company growth. If you are personable with outstanding communication, problem solving and sales/closing skills, we want to hear from you! **Our competitive compensation package includes base plus commission and benefits.** This position is also **eligible for profit sharing.**

An ideal candidate enjoys a challenge and thrives on making positive contributions to Company goals while exemplifying our core values including: **Integrity, Respect, Teamwork, Accountability, Candor and Humility.** Our Company culture is team-oriented, supportive and customer-centered. GCH employees take great pride in their work and are genuinely enthusiastic about seeing customers' dreams realized. Please see our website for additional information:

www.gchpugetsound.com

Responsibilities include:

- Showing homes to prospective homebuyers.
- Closing sales for new homes to meet or exceed Company goals.
- Maintaining a positive customer experience by setting accurate expectations and educating customers on the home building/buying process.
- Anticipating and resolving any questions regarding the homebuilding process.
- Following up and communicating with homebuyers in a timely, proactive manner.
- Coordinating construction buyer paperwork for timely start of new homes.
- Reaching out to Realtor/Broker community to help create Outside Realtor generated sales.
- Utilizing contact management software.
- Maintaining office and community appearance.
- Handling multiple priorities effectively.

Desired Knowledge, Skills and Abilities:

- Minimum 3-5 years of sales experience; new residential sales in a community environment is preferred but not required; retail sales is beneficial
- Associate's degree or above in communication, business or other applicable field; or high school diploma/equivalent with sales experience
- Active Washington real estate license or ability to obtain
- Exceptional communication skills
- Excellent teamwork/collaboration skills
- Highly motivated and results-oriented; eager to take on new challenges
- Responsible and professional with strong work ethic, integrity, and reliability
- Ability to organize, coordinate, multi-task and complete work accurately while meeting deadlines
- Solves problems in a creative, empathetic, confident fashion while keeping Company interests in mind
- Responsive to customer questions and concerns
- Develops positive business relationships with the public/prospective buyers, homebuyers and lenders
- Completes contracts, reports and other required documentation in a timely manner.
- Continuous learner; demonstrates desire and ability to gain product, company and sales process knowledge
- Ability to use/learn computer software including Word, Excel, Outlook, CMS and database management

Reference check, background check and a pre-employment drug screen may be required as part of our hiring process.

For consideration, please forward:

1) *A completed Career History Form (Application) found at the following link:

<https://ts.tgsnapshot.com/signup.cfm?DL=5413>

***Please note--to be considered, the Career History Form must be completed.**

2) Upload your résumé and cover letter including compensation requirements.

If you have questions about the application process, inquire via email with our recruiter by replying to this posting. SalesGCH@TJandassociates.com

We are proud to be an Equal Opportunity Employer.