

NEW HOME SALES CONSULTANT – IRON WORKS VILLAGE

Break into the HOT Denver Real Estate market with BLVDWAY Communities, Colorado's newest and rapidly expanding home builder. We are seeking an upbeat, charismatic New Home Sales Consultant to staff our sales centers and models. This is an opportunity to grow with a leading home builder.

BLVDWAY is building a progressive, employee-centric culture that celebrates entrepreneurship with a collaborative, everyone-pitch-in mindset, where ideas are openly shared and employees are actively engaged. If you thrive in a fast-paced, exciting, and progressive company, join our team for growth and opportunity. For more information about the company, visit www.theblvdway.com.

If you have previous new home sales experience, are self-motivated, and driven to provide excellent customer experiences, our New Home Sales Consultant position may be perfect for you.

Primary Responsibilities:

- Represent BLVDWAY to realtors and customers with integrity, honesty and competence.
- Develop an in-depth knowledge of the competitive marketplace, including product, site, local community, sales, advertising and demographics.
- Travel throughout the local community in order to self-generate sales from realtor/co-broker businesses, referrals and self-prospecting.
- Help maintain online listings of homes for sale in your community.
- Assist in the development of marketing messages and strategies to drive additional traffic to your community.
- Monitor and record daily customer traffic utilizing company designated tracking tools.
- Lead and/or assist in processing complete paperwork to result in escrows closing in a timely manner.
- Attend sales meetings to review neighborhood status and sales strategies.
- Provide timely and consistent follow-through with customers from initial contact to after closing and maintain records of all communication.
- Record data regularly and prepare periodic company reports in a timely manner.
- Participate in the homeowner orientation(s) and where appropriate, work with customers on their builder option selections.
- Participate in neighborhood promotions and marketing programs.
- Communicate with the field team for proper maintenance and security of your Sales Offices.
- Present and sell the features and benefits of new homes within a BLVDWAY community.
- Utilize Competitive Market Analysis and other data driven tools to sell homes.
- Continually prospect for new customers through networking, referrals, and effective follow-up.
- Set and maintain the required number of appointments to meet/exceed sales goals.
- Staff sales center or models during specified hours.

- Perform all other duties as assigned.

Team Qualifications:

- Candidates should be polished and professional in demeanor and possess a strong work ethic, exceptional listening skills, and a desire for high commission, honesty, and integrity
- Previous "Onsite" new home sales experience required
- Experience with new homes sales CRM systems
- College degree or some college preferred
- Excellent verbal and written communication skills
- Computer proficient with ability to learn new systems quickly
- Ability to analyze and propose solutions to complex problems
- Must have a valid real estate license and must move license to BLVD Real Estate Services
- Knowledge of construction, mortgage, finance, and escrow processes a plus
- Positive attitude, self-motivated, resourceful, professional and capable of achieving weekly goals without extensive supervision
- Must interact well with associates, customers, outside real estate agents and brokers
- Understand and follow work rules and procedures
- Committed to self-development of sales and internet skills
- Team player with strong work ethic.
- Able to work weekends, evenings, and holidays.
- Willingness to commute to any of our BLVDWAY communities
- Excellent interpersonal and communication skills with an ability to close deals and develop and maintain relationships required

Physical Requirements:

This is primarily an active position, involving office/phone work and traveling in all weather conditions to homesites in the community. Must have a valid state driver's license in order to take customers throughout the neighborhood and community, visit realtor offices, and to various other meetings in the process of self-generating sales. Finger dexterity is required to operate computer keyboard and telephone equipment. Must be able to lift and carry supplies and materials up to 25 pounds.

BLVDWAY is an equal opportunity employer and committed to supporting and celebrating diversity in the workplace. We strive to create an inclusive environment for all employees and prohibit discrimination and harassment of any type in regard to race, color, religion, gender, sexual orientation, gender identity or expression, pregnancy (including childbirth, lactation and related medical conditions), national origin, age, disability, protected veteran status, genetic information, or any other characteristic protected by applicable law. All employment is decided on the basis of qualifications, merit, and business need.