



Timberstone Homes is looking for professional, confident individuals with a proven history of new home sales success who want to join an exciting, rewarding and growing sales organization. We are a private homebuilder with operations in North Carolina and South Carolina. Currently in 20+ communities in the Charlotte area and 5+ communities in Raleigh; the mission of Timberstone Homes is to provide a custom home buying experience at a price our customers can afford.

General Job Description: The function as a Sales Representative professional is to develop prospects and convert them to customers.

Essential Job Functions: The individual assigned to this position must, with or without reasonable accommodation, be able to perform the following essential functions:

- Make certain that assigned models are open and staffed during published open hours.
- Ensure at all times, through visual inspection, that the models are clean and that all furnishings, accessories, and equipment are in first-class condition for prospective traffic to view.
- Physically demonstrate the homes we offer directly to prospective customers by taking them through model homes, homes under construction, and homesites.
- Effectively communicate current products and options, taxes, utility rates, financing plans, and community information to prospective customers.
- Greet every customer and obtain the information required by the Guest Registration card and follow up with a letter, phone call, or both, when appropriate.
- Obtain earnest money deposit, signed purchase agreement, required addenda, and selection sheets, and deliver to profit center office all required documents pertaining to a sale within 24 hours.
- Ensure that the customer has, within 48 hours, communicated with a preferred lender.
- Monitor the loan approval and construction process for all customers and provide assistance when required.
- Develop new prospects through a wide variety of prospecting techniques including, but not limited to, direct mail, telephone solicitation and visit realtor offices.
- Shop the competition in person and maintain current information on all local competition regarding product, pricing, financing, and marketing strategy, and report information to management.
- Represent the Company ethically and effectively in matters that pertain to customer relations.
- Attend company-related functions outside of normal model home business hours (e.g., sales meetings, formal and informal training, etc.).

Qualifications:

- Minimum two years new home sales experience.
- College degree preferred.
- Professional appearance.
- Basic computer skills.
- Self motivated, results driven and work well in a team environment.
- Be available to work weekends.

Competitive Compensation:

- Start up salary
- Competitive commission package
- Performance incentives
- Medical/Dental/Vision & 401(k)

For consideration, please forward your resume and cover letter to Todd Warshauer at toddw@timberstone-homes.com. Follow us on Twitter @clthomebuilder or on Facebook or LinkedIn at the Timberstone Homes page.