



<https://franklinsmith.com.au/job-board/sales-consultant/>

## Sales Consultant

### Description

Our client is a well-established and reputable Custom Home Builder that specializes in creating bespoke homes that reflect their clients' unique visions. The business has been in the industry for decades and is well-known to deliver design innovation, exceptional attention to detail, careful craftsmanship and high-quality construction backed by their award-winning team.

They are seeking an experienced and results-driven **Sales Consultant** to join their team, who can build rapport quickly, relate to customer needs and provide professional service to the clients and customers as they build their dream homes.

### Company Description

- An energetic Custom Home Builder carrying out exceptional design and quality finish that turns your dream home into a reality
- A business that strives to uphold their core values to ensure outstanding results for all projects.
- Be part of a dynamic team that strives for continuous improvement and provides personal development opportunities and growth

### Working environment

- The company is recognized as a well-respected custom home building specialist. This company prides itself on having an incredibly talented and dedicated team and aims to provide their clients and stakeholders the highest standard of workmanship, quality and service.

### Responsibilities

- Build and maintain relationships with potential clients, working to understand their needs and provide expert advice on our custom home building offerings.
- Expertly match our products and services to client's needs both in-store and in-home visits
- Meet and exceed sales targets by promoting the business' products and services through effective communication and customer service.
- Conduct product demonstrations and provide technical support to clients.
- Develop and maintain a comprehensive understanding of our product offerings and market trends.
- Work collaboratively with the design and construction team to ensure client needs are met and projects are delivered to the highest quality standards.
- Manage client relationships throughout the sales process, from initial

### Hiring organization

Franklin Smith Australia

### Employment Type

Full-time

### Beginning of employment

ASAP

### Industry

Construction

### Job Location

Hervey Bay

### Date posted

February 7, 2024

contact through to project completion.

- Attend industry events and networking opportunities to generate new leads and build a strong referral network.

## **Qualifications**

- Proven sales experience in the custom home building or related industry.
- Excellent communication and interpersonal skills, with the ability to build strong relationships with clients and colleagues.
- A passion for sustainable and innovative home design.
- Strong organizational skills and attention to detail.
- Demonstrated ability to work effectively in a team environment.
- A valid driver's license and access to a vehicle.

## **Job Benefits**

- The company offers a great working environment and a good work life balance
- Competitive salary package including commission and bonuses.
- Opportunities for professional development and career advancement.
- Access to our range of high-quality custom home building products and services.

## **Contacts**

To apply for this role, send an updated CV via the apply now link or contact Tommy Pastura on 0451417075 or via email; [tommy@franklinsmith.com.au](mailto:tommy@franklinsmith.com.au).

If you are passionate about sustainable home design and have a track record of sales success in the custom home building industry, we want to hear from you! To apply, please send your resume and a cover letter highlighting your experience and qualifications for this role.