

IMPRESSION HOMES SALES CONSULTANT

Reports to: President

Objectives: Market, sell and close new homes. Actively seek new prospects.
Manage loan process.

Exemption Status: Exempt

1. Conduct sales presentations for prospective customers.
2. Submit contracts and other required forms with complete and accurate information in a timely manner.
3. Inform construction team about changes and selections.
4. Review loan status with mortgage companies and report information at weekly team meetings.
5. Schedule closing dates and times with all parties.
6. Meet sales goals as established by President.
7. Maintain the appearance of the model homes and signage in the area.

Performs other related duties as required by the President.

Education, prior work experience and specialized skills and knowledge.