

# United Kingdom Jobs Expertini®

## Sales Consultant

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Company: Robertson Group

Location: United Kingdom

Category: other-general

### Overview

**Families. Lifestyle. Communities. We see more than just a house.**

### Sales Consultant

**Key Highlights: Award winning and dynamic housebuilder, uncapped commission, competitive base salary, supportive and driven team (read our additional benefits below).**

**Robertson Homes has been awarded the prestigious title of Housebuilder of the Year (more than 100 homes) at the Scottish Home Awards 2023. We have also won the award for the Best Large Family Home at the 2023 Herald Property Awards for the Mitchell Garden Room and a Highly Commended award for our Mitchell Grand in the category of Best Luxury Home.**

At Robertson, we build much more than just quality homes. We build brilliant communities, we build forward-thinking businesses, and we build the kind of amazing, career-transforming futures that our people look forward to every day. This is a superb opportunity for a highly-organised, proactive Sales Consultant who excels in a busy Residential sales environment. With the competitive nature of this role, we require someone with extensive luxury sales experience, preferably from the residential new build industry.

To succeed, you'll be a self-starter and achieving sales targets will come natural to you. Your interpersonal skills will be second to none, a positive team player who can build strong relationships with all customers. You'll be joining a business that thrives on achieving results that benefit people and communities, and offers fantastic opportunities for career

development.

### **Your new role**

#### **MAIN PURPOSE OF THE JOB:**

You will be responsible for securing new home sales and managing the Customer Journey in line with the New Homes Quality code from initial enquiry to property handover.

#### **What you'll do:**

Meet and greet Clients on site

Qualify client requirements and provide demonstrations of the show home

Assist clients throughout the process with their selections/choices

Achieve sales targets as set by the Leadership Team

Secure sales of properties within budget and process all sales administration

General housekeeping of show home and sales office

Monitor general presentation of site and report any non-compliance

Collation and continuous research of competitor sales, re-sale values, market trends and advertising

Regular progress/update reports to be submitted

Visitor reporting and sourcing of enquiries

Monitor survey feedback

Assist with Site Manager on handover of completed property to client

Accommodate clients to view the show home out of hours (when necessary)

Monitor entry dates, conclusion of missives, sales incentive plans and packages

Observe Health & Safety regulations at all times

#### **What you'll need:**

Previous experience within a sales or customer service position

Flexible approach to working, will include weekend working

Evidence of working towards and achieving targets

Strong relationship building skills

### **Who we're looking for:**

People are at the heart of everything we do and achieve at Robertson. To fit right into the team you'll be friendly and professional; aim for excellence and have positive determination, working collaboratively towards our shared goals; be confident in your decisions and quick to adjust to unexpected challenges; and share our pride in making a real difference.

### **About you:**

You'll need lots of previous administration experience in a similar environment, along with exceptional attention to detail, and a friendly and professional approach to taking calls. Strong communication skills are just as important and you'll be comfortable using MS Office software while also learning to use a range of other IT systems.

### **Working the Robertson Way**

Joining us isn't just about seeing things our way. It's also about working the Robertson Way too, by bringing our 5 guiding principles to life. Here's what that means...

#### **We listen**

Listening enables us to work positively and collaboratively, and gives customers, partners and colleagues the assurance that their voices are always heard.

#### **We are professional**

Our mix of prudence and diligence, care and attention to detail means that our customers have certainty and assurance in everything we do and trust us to deliver.

#### **We take responsibility**

Each of us is accountable for what we do. From the smallest detail to team safety and caring for our communities and the environment, we know that everything matters.

#### **We are determined to succeed**

Every challenge is an opportunity. We work collaboratively and focus on safety, productivity and quality to find solutions we can be proud of and that provide a positive, lasting benefit.

#### **We are one team**

We work as one - in our teams and partnerships, and with our customers. We respect each contribution, and everyone stands up to be counted. We are Team Robertson.

#### **What's in it for me**

In return, we offer a wide range of rewards and benefits, including 33 days annual leave, a

great pension and valuable life assurance. What's more, you'll also be able to make the most of a range of brilliant extras. These include our Cycle to Work Scheme, discounts at local retailers, annual flu vaccine, and Health & Wellbeing and Life Management Support for you and your family.

We also have a brilliant smarter working policy. This means many of our office-based people and some of our site-based people are able to work part of their working week from home, as part of our hybrid model.

When it comes to diversity and inclusion, we see things differently at Robertson. That's why we're working hard to create an environment where everyone can feel welcome, and where we can all be ourselves. We encourage applications from people of all races, ages, genders, religions, sexual orientations and more - so whoever you are, we hope you'll see things our way, too.

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