



New Home Sales Consultant

Bear Homes, LLC is seeking an energetic and professional person as a New Home Sales Consultant for a reputable and stable single-family home builder in Southeast Wisconsin. This salesperson will be responsible for managing the sales process from start to finish. This includes administrative tasks associated with preconstruction as well as sales and marketing responsibilities to close these homes with a successful sale.

This position consists of a base salary along with a fixed commission per house sold.

Essential Duties and Responsibilities:

The list of duties and responsibilities is not all inclusive and may be expanded to include other duties and responsibilities as management may deem necessary from time to time:

- Research the market in Racine and Kenosha counties to help make decisions on projected new spec home starts
- Assist with selections and house specifications
- Pull comparable properties for new home listings/sales
- Enter home listings into MLS
- Assist in marketing strategies and implementation
- Host open houses and broker opens
- Present the features of the home and explain benefits of buying with Bear Homes
- Receive and negotiate offers and prepare necessary paperwork to complete sale with client
- Visit spec homes under construction and research competition
- Coordinate/produce marketing flyers for spec homes for sale
- Lot listings, handling sales between companies and custom buyers

Qualifications:

- Two (2) years experience in new homes sales, realtor or similar experience
- Weekend availability is required
- Real Estate Sales Person WI License
- Highly motivated
- Detail Orientated
- Excellent communication skills (both verbal and written)
- Strong follow up skills

Benefits:

- Medical, Dental and Vision Insurance
- Vacation and Personal Days
- Employer matching 401k retirement plan
- Bonus and Incentive Opportunities

In order to ensure a quick response to your inquiry, when applying for this position, kindly include the following information:

- Resume
- Current/desired salary
- Send your resume to: jderickson@beardevelopment.com

Bear Real Estate Group is the parent company of Bear Homes, LLC. Located in Kenosha, Wisconsin - Bear Homes is a fast growing, family owned Single Family Builder that has been in business for more than a quarter century. We are conveniently located between Chicago and Milwaukee which puts us right in the path of progress. We are committed to our people and provide a healthy and fun working environment.