



## State Sales Manager – New Homes – Gold Coast

Are you a sales manager, RSM or senior sales consultant within the project housing industry? Working for this Dynamic Gold Coast Builder you will be responsible for all the retail sales, display consultants, associates. **To qualify for this role you must have worked for a builder that is building 100+ homes per year.**

This is an exciting time to join this builder as they are experiencing exponential growth and rolling out a new display program. You will work closely with the senior management team to have input into the strategic direction of the sales function.

Reporting to the General Manager of Retail Sales, the role is responsible for managing the Sales Team, providing a “hands-on” approach to customer service, recruitment, training & mentoring and day to day management of staff to ensuring that service is delivered at the high level our clients have come to expect.

To be successful in this role you will require:

- A proven track in sales and/or sales management within the housing industry;
- A stable career history;
- Experience working with property developers;
- The ability to recognise business opportunities and develop profitable business relationships;
- Project management and time management skills;
- High level of emotional intelligence
- To be well presented, with excellent communication skills.

**The name of the builder will be disclosed at the time of an interview.** Interstate candidates are encouraged to apply as well as local Gold Coast Candidates, but relocation will be at your own expense. The remuneration package will be made up of a base in the low \$100 and be heavily weighted toward over-riders, with an expected OTE of \$250K.

Contact **Kirsten Keenan** on 0404 778 210 or [kirsten@developmentcareers.com.au](mailto:kirsten@developmentcareers.com.au)

