

## Job description

// Our Family Tree is Growing.

We're a housing developer on the up, with sites across Essex and Hertfordshire. We are genuinely doing things differently to everyone else out there. From exciting new hires, our own coffee shop and unique new homes - we need someone who can come in and help our sales team showcase the increasing number of developments we have popping up around town!

// The Role

As someone familiar in the industry, you'll know just how flexible you need to be, but also how difficult it is trying to be in several places (or show homes!) at once. That's why we're keen to grow our sales team and find a friendly and dedicated Sales Negotiator who can take over the responsibility of selling specific developments in the area.

Whilst reporting directly to our Group Sales Director, you'll need to really familiarise yourself with our company (including our family values), the different types of homes we have available, our price list and the processes involved when it comes to negotiating on behalf of GO Homes Family. You will also be in regular communication with our Marketing team who will rely on your help when it comes to market research, adding to the versatility of your role. Here's a breakdown of your varied responsibilities...

- Negotiating property sales
- Delivering excellent customer service, in line with GO's family values
- Carrying out market research
- Providing expert knowledge of our company, homes available, pricing list & all processes involved
- Maintaining the presentation of our show homes and sales office to a high standard

// Your Experience

*Must Haves*

- 3+ years experience in the new homes sector
- Driving licence + car
- Friendly & approachable demeanor
- Ability to build great relationships with buyers
- Be driven & enthusiastic

*Nice to Haves*

- Good knowledge of the local area
- Good understanding of market trends
- Awareness of local competition

*Pleasant surprises*

- Copywriting skills
- An eye for detail & interiors
- Good with a camera

// Your Values & Ethos

You are passionate about the company you work for and the people you work with. You work well on your own but value time spent with other team members. You look for a company you can be proud to work for and which working for is exciting and enjoyable!

- Team player – we're a family business, and you'd become a core part of the family tree. We're all in this together.

- Passionate, intuitive and forward thinking

- Personable – it might sound like a cliché, but at GO our customer service extends beyond handing over the keys, so we need someone to whom making new friends comes easy!

- Dedicated – timelines can change, deals can fall through (you know this!) so being dedicated to getting these incredible homes sold is key.

- Fun and nice. We're going to spend a lot of time together, so we may as well enjoy it!