



One of America's "Top 50 Homebuilders," as ranked by the National Association of Homebuilders, is seeking experienced sales professionals to add to our sales team in the Ft. Wayne area.

With a customer satisfaction rating exceeding 98%, Westport Homes has a clear focus on what matters most...our customers. Our team members are selected based on the company values of honesty, integrity, passion, commitment to excellence and focus on customer satisfaction. Each Westport Homes team member is dedicated to providing the best home buying experience.

Essential Duties & Responsibilities:

- Build relationships with prospective customers & realtor community
- Actively follow up with prospective buyers
- Determine buyer needs & provide outstanding customer service
- Demonstrate the features/benefits/values of Westport's model homes & home sites
- Initiate & close sales
- Inform buyer of the sales, construction, closing & warranty process
- Proactively service customers after the sale
- Develop & maintain an active marketing program, consistently driving new sales from a variety of sources
- Participate with other departments to create & maintain client relationships
- Manage Model-maintenance & community presentation
- Conduct all business in a professional & ethical manner to serve the potential buyer & develop customers for life

Qualifications:

- Minimum two years sales experience or equivalent combination of education & experience
- College degree preferred
- Professional appearance
- Basic computer skills
- Results-driven and work well in a team environment
- Ability to work weekends and evenings required

Competitive Compensation Package:

- Competitive Commission Package (6 figure income potential)
- Performance Incentives
- Medical/Dental/Vision
- 401K w/Employer Matching

If you think you have the expertise, experience and drive to flourish in an exciting, rewarding work environment, please submit resume & cover letter to JobsFTW@westport-home.com.