



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 Central Indiana.

With a customer satisfaction rating exceeding 98%, Westport Homes has a clear focus on what matters most...our customer. Our team members are selected based on the company values, honesty, integrity, passion, a commitment to excellence and a 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 and Realtor community
- Actively follow up with prospective buyers
- Determine buyer needs and provide outstanding customer service
- Demonstrate the features/benefits/values of Westport's model homes and home sites
- Initiate and close sales
- Inform buyer of the sales, construction, closing and warranty process
- Proactively service customers after the sale
- Develop and maintain an active marketing program, consistently driving new sales from a variety of sources
- Participate with other departments to create and maintain client relationships
- Manage Model - maintenance & community presentation
- Conduct all business in a professional and ethical manner to serve the potential buyer and develop customers for life

Qualifications:

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

Competitive Compensation Package:

- Competitive Commission Package (six figure income potential)
- Performance Incentives
- Medical/Dental/Vision
- 401(k) with 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 careers@westport-home.com.