

Location: Columbia, MO

WHY LOMBARDO?

Choosing a place to work is a big deal. You spend 40 hours each week at work, so you want to love what you do. We get it. When telling you why you'll love working at Lombardo Homes, we could list all of our statistics and accomplishments... but everyone does that, right?

Here's the real reason you'll love working at Lombardo: we're a family. We're family owned and operated, yes, but our entire team is a family. We appreciate and care for our team members and trade partners. When our team members succeed, we all succeed; when they struggle, we all pitch in to build them back up. This is the Lombardo way.

WHAT YOU'LL DO

The quick overview

- Lombardo Homes is looking for someone with proven sales experience, closing ability, and a desire to succeed and grow that demonstrates high levels of integrity. We provide a great team environment that focuses on making people's dreams of owning a home a reality. Our ideal candidate will have top notch sales and closing skills. Previous new construction home sales experiences is helpful and ideal, but not required if you have other relevant sales experience.

Duties and Responsibilities

- Warmly and professionally greet all customers and build genuine rapport to discover wants and needs of the customer.
- Serve as a trusted advisor for the home buyer from initial meeting through home closing. Scope may vary during phases of sales process.
- Develop, practice, and deliver a good sales presentation consistent with company training.
- Maintain a highly organized work environment.
- Develop and maintain a thorough competitive market analysis including new construction and the resale market.
- Maintain a healthy backlog and communicate issues to ensure timely closings.
- Develop and maintain relationships with realtors. This includes visiting real estate offices, networking, and conducting business with realtors.
- Work with your Construction Coordinator to monitor the overall appearance of the community including the model home, community amenities, home site markers, signage, etc. and report any necessary changes to the appropriate person.
- Work with the marketing team to ensure healthy traffic numbers.
- Utilize Customer Relations Management Software to implement a lead follow up plan.
- Attend all pre-construction meetings and be prepared for and participate in weekly meetings with Construction Coordinator.
- Participate in weekly sales meetings and training programs.
- Maintain a positive and energetic attitude along with a strong desire to succeed.

WHAT YOU NEED

- High School Diploma or equivalent, college degree preferred
- Proficiency with Microsoft Word, Excel, Outlook, Power Point and general knowledge of computers
- Experience in New Homes Sales preferred

WHAT WE'LL GIVE YOU

- Salary plus commission
- 401k with company match
- Company-provided life insurance
- Full benefits package including health, dental, vision, FSA, long and short-term disability, voluntary life insurance
- Company-sponsored employee events