

2025 MBA Home Building and Remodeling Show - Job Board Posting

Company Name: **Stepping Stone Homes**

Job Title: **New Home Sales Consultant**

Pay range (optional): 0

Start Immediately

Company Website: www.steppingstonehomes.net

Contact for job posting: Human Resources or Jennifer Koutny
262-725-1445
sales@steppingstonehomes.net

Job description and information:

Job Summary:

Proven sales professional responsible for selling Stepping Stone new construction homes in Southeastern WI. Must be passionate about providing best in class customer service and enjoy a competitive sales environment. Sales consultant shall have the ability to assess buyer needs and propose thoughtful product solutions to achieve division and company goals. Provide a very personalized and professional experience from sale to close to achieve division and company goals.

This position will be in the Milwaukee area.

Must enjoy working for a small, yet rapidly growing firm with high standards for accuracy and excellence in their work. The ideal candidate will enjoy working for a company that values work/life balance, a positive and fun environment, and looking to join a great team of other professionals who are dedicated to their work, but also know how to keep it light and have fun. Our company embodies the values of a small company with the systems and process-oriented nature of a corporation.

Essential Duties/Responsibilities:

Effectively manages sales generation by utilizing Corporate marketing materials, model homes, local resources and realtor relationships. Show the community, lots and spec homes to prospects and realtors. Market community (participation in local events or local sales organizations).

Serves as trusted advisor/primary point of contact for home buyer from initial meeting through home closing. Scope may vary during phases of sales process.

Tour and demonstrate model homes.

Generates excitement by effectively identifying needs of potential home buyers and matching related solutions.

Builds confidence with potential home buyer by selling features/benefits of Stepping Stone Homes product and experience to include:

Community advantages

Prospect and visit realtors.

Guarantees a realistic, but satisfactory home building experience for the home buyer by proactively communicating to the home buyer during entire home building process. Communicates appropriate information to other Stepping Stone Homes /HPF personnel (e.g. Production and the Design Center)

Show/walk lots and homes under construction with customers under contract.

Community management (drive/walk through community to check on appearance, signage, maintenance status of homes). Visit homes under construction to check on status.

Meets with construction personnel regarding issues/status of homes.

Ensures fair and consistent treatment by effectively solving problems when they occur, to the extent empowered to do so. Communicates results effectively to required stakeholders.

Optimizes information flow by consistently and correctly utilizing Company systems.