

### **THE CRANDALL GROUP... Not Your Average Sales Team**

There is no one formula that makes for a truly outstanding Sales Professional. Some have years of experience while others have very little, some work from a script, while others are just as successful following their own path.

Here, at the Crandall Group, we have found there to be one common denominator in our most successful people... They ALL have the intangibles, innate qualities in a person that you just can't teach. Therefore, when working to build the best new construction sales team in the industry, we search out those individuals who possess these qualities... qualities we are certain are instrumental in creating success for our company, success for our builders, and ultimately success within our entire team.

Our priority at the Crandall Group is to build an inspired, talented, cohesive and incredibly successful sales team. We know how to do it better than anyone, and we look forward to sharing our vision with you.

**Megan Talalemotu**

**Sales Manager – The Crandall Group**

John L. Scott Real Estate

## **NEW CONSTRUCTION SALES POSITION**

### **Position Description**

- Full Time Real Estate Sales Position, with emphasis on new construction
- On-site selling position in model home
- Lead management
- Administrative responsibilities associated with real estate transactions
- Flexible schedule and availability during non-traditional work hours

### **What we can DO for YOU**

- Provide you with the immediate selling opportunity with an outstanding local builder
- Expose you to a volume of business focused on new construction sales, which as a team averages from 300 – 450 transactional sides each year
- Train and educate you on the differences of selling for a builder on site vs. traditional real estate sales
- Encourage a balance of new construction business and traditional real estate... Yes, you can do both!
- Create and provide at least 75% - 90% of your annual volume through our builder business
- No desk fees & no marketing expenses

### **What we WANT from YOU**

- Positive outlook and creative approach to business, the market and new ideas
- Must be inspired to work each day, and intrinsically motivated by your own strong work ethic
- Take initiative, be accountable, and never settle for average
- Work to exceed expectations every single day
- Understanding of Feng Shui & Vastu Shastra practices a plus

### **What we NEED from YOU**

- Highly capable sales professional, with a minimum of 1 year experience in the industry
- Ability to build rapport, track and follow leads from point of contact, through purchase and past closing
- Highly organized, computer and tech savvy, strong understanding of computer programs and real estate software
- Proficient in Microsoft Word and Excel and social networking/media

## **FUTURE OPENINGS!**

**RE-SALE SPECIALIST** – Highly qualified agent able to manage stream of referral re-sale business

**ADMINISTRATIVE ASSISTANT** – Hourly w/ bonus potential, opportunity to develop into selling position

We would love to hear from you, and learn more about you and your career goals. Please, forward your resume and cover letter to [info@crandallgroup.com](mailto:info@crandallgroup.com)

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