



# New Home *Sales Professional*

## ABOUT TROPICAL HOMES

Tropical Homes is a division of the Parkside Group - a large Queensland based multifaceted and diverse company, who have been operating for over 75 years. Privately owned, Parkside is a leading player in saw milling, timber manufacturing, land and property and commercial development, home construction and retirement industries with operations across Australia and into Papua New Guinea.

Tropical Homes has over 75 years of building experience and completed thousands of homes for North Queenslanders. We are committed to producing quality homes tailored to the needs of our customers in the Townsville area and beyond, whether they be first home buyers, property investors or families. Our team understands that a new home is a large investment so we want to make the experience enjoyable and rewarding. We pride ourselves on delivering honest, reliable and trustworthy service throughout the building process.

Further details are on our website [tropicalhomes.com.au](http://tropicalhomes.com.au)

## ABOUT THE ROLE

As a result of our continued success and expansion we have various opportunities available for **New Home Sales Professionals**. As a New Home Sales Professional, you will be motivated and driven to build a successful Sales career. Additionally, you will be required to be available to work most weekends.

### Some of the key responsibilities include

- Display-home-based role in our upcoming displays, and in our Design Hub
- Generating leads by engaging clients within the display homes
- Taking client product design briefs
- Administering sales
- Understanding and assessing clients' needs and providing solutions
- Managing display visitors, following up leads and achieving sales targets
- Provide clients with a first-class experience, exceeding customer service expectations
- Developing and maintaining a network of industry partners, such as land developers
- Overseeing the display home to ensure it is kept and maintained to the highest of standards.

### YOU WILL BE A GREAT FIT IF...

- You are driven and highly motivated.
- You have exceptional industry networking and customer service skills.
- Hold a drivers license and have reliable transport
- Be self motivated with a 'can do attitude' and desire to succeed as an industry professional
- You have a genuine desire to meet customer satisfaction levels and exceed expectations.
- New Homes experience is highly desirable but not essential as full on-going training will be provided.
- Be able to work within a friendly, respectful, team environment.

### YOU WILL GET

- Supportive workplace culture.
- Attractive base salary & above industry average commission rate including target bonuses.
- Opportunity to sell a range of 'Ready Built' homes exclusive to Tropical Homes
- The opportunity to be part of a successful business and contribute to its future growth.
- Support and guidance from our friendly management team.

Applications will be in the strictest confidence and should be directed to  
EDDIE LAZZARONI - TROPICAL HOMES SALES MANAGER m.0459 984 930 [Eddie.Lazzaroni@tropicalhomes.com.au](mailto:Eddie.Lazzaroni@tropicalhomes.com.au)