



SALES ADVISOR

PERSON SPECIFICATION

Creating Better Life Experiences.
One Home at a Time.

BLOOR HOMES[®]

Job title	Sales Advisor
Responsible to	Sales Manager

	ESSENTIAL	DESIRABLE
EXPERIENCE	<ul style="list-style-type: none"> • Experience in a sales/customer service role. 	<ul style="list-style-type: none"> • Experience of sales in the new house building market.
QUALIFICATIONS	<ul style="list-style-type: none"> • Full driving licence. 	
KNOWLEDGE & SKILLS	<ul style="list-style-type: none"> • Outstanding people/customer service skills. • Proven sales skills. • Effective negotiation skills. • Able to recognise key buying signals. • Effective time management skills. • Effective communication skills. 	<ul style="list-style-type: none"> • Knowledge of the Consumer Protection from Unfair Trading Regulations 2008 and the Business Protection from Misleading Marketing Regulations 2008. • Understanding of the local market conditions, including the current mortgage market. • Understanding of the build process from start to legal completion.
ATTRIBUTES	<ul style="list-style-type: none"> • Positivity and drive. • Target driven. • Self-motivated and focused. • Confident. • Strong team ethic. • Prepared to be accountable for own actions. • Good listener. • Professional manner. • Willingness to learn. • Flexible towards working hours. 	