



SALES PROGRESSOR

PERSON SPECIFICATION

Creating Better Life Experiences.
One Home at a Time.

BLOOR HOMES®

Job title	Sales Progressor
Responsible to	Sales Director

	ESSENTIAL	DESIRABLE
EXPERIENCE	<ul style="list-style-type: none"> • Experience as a sales progressor. • A background in new house building market or estate agency. 	<ul style="list-style-type: none"> • Experience of sales at Bloor Homes. • Experience of using Housebuilding.
QUALIFICATIONS	<ul style="list-style-type: none"> • Full driving licence. 	
KNOWLEDGE & SKILLS	<ul style="list-style-type: none"> • Outstanding people/customer service skills. • Understanding of the legal process to progress a sale through to exchange and completion. • Ability to effectively and efficiently liaise with a variety of third parties including solicitors, agents', developers, and mortgage advisors. • Effective negotiation skills. • Effective time management skills. • Effective communication skills. 	<ul style="list-style-type: none"> • Understanding of the local market conditions, including the current mortgage market. • Understanding of the build process from start to legal completion. • Detailed knowledge of the Bloor Homes product, specification, unique selling points and sales approach.
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 and verbal communicator. • Professional manner. • Willingness to learn. • Highly organised and methodical. 	