



Company Description

McCaffrey Homes is a family-owned business that has been building quality homes in California's Central San Joaquin Valley for over three generations. They pride themselves on exceeding homeowners' expectations with their award-winning designs, craftsmanship, and exceptional service. The company's mission is to build not just homes, but places where families can create lasting memories. As a company, they are committed to excellence, customer satisfaction, and empowering their employees to grow and succeed.

Role Description

This is a full-time on-site sales role as a New Home Sales Associate located in Madera, CA. The New Home Sales Associate will be responsible for providing excellent customer service to potential homebuyers, demonstrating model homes, providing information on prices and floor plans, and assisting with the sales process from start to finish. The successful candidate will be a self-starter, energetic, and possess exceptional communication skills.

Qualifications

- A minimum of a high school diploma or equivalent
- A valid California real estate salesperson license, in good standing
- Good communication and interpersonal skills
- 5 days per week, days off on either Tues/Wed or Thurs/Fri, all weekends working.
- Ability to work independently as well as part of a team
- Exceptional customer service skills, with the ability to build strong customer relationships
- Proficiency in Microsoft Office Suite and CRM software, with experience in Lasso a plus
- Ability to handle multiple tasks.
- Professional demeanor and presentation.

Responsibilities include:

- Greet and welcome visitors to the sales office/model homes center.
- Capture and enter registration cards.
- Demonstrate the models during the model tour, showing inclusions and optional selections.
- Work with lender teams to prequalify prospects.
- Follow-up on new pipeline.
- Write contracts and complete sales documents.
- Set Design Center appointments.
- Answer incoming phone calls, give out driving directions, answer questions, take messages, and return voicemail.
- Oversee (with partner) all day-to-day duties of running sales office – Music, model maintenance, bathroom care, back room supplies, updating price sheets, making copies, sending faxes, stuffing brochures, etc.
- Work as a team player with all members including Marketing, Construction, Service, Design Center, escrow, & preferred lenders.
- Manage pipeline and buyer expectations.
- Submit sales reports.
- Work with Brokers and present at broker offices.