



New Home Sales & Property Manager

La Costa Luxury Townhomes is looking for an experienced real estate professional with new home sales and property management experience.

This sales and property manager sells our community's amenities to prospective buyers and tenants. In addition to sales leads generated by our advertising and marketing programs, this position requires prospecting for new leads via local networking with the real estate community, businesses, and various associations.

A competitive compensation package is available which combines a base salary with commission based on closed contracts and leases. Enthusiasm, determination, flexibility, and a high degree of integrity are all key factors for success in this position. Working hours included weekdays and weekends.

Main Job Responsibilities:

- Maintaining and promoting a "**Customer is always #1**" focus
- Generate and prospect for sales and rental leads
- Closing sales contracts and leases
- Customer support for buyers and tenants
- Refining and improving advertising and marketing programs
- Performing walk-through with buyers and tenants

Required Experience:

- Superior customer service skills
- Valid Arizona Real Estate license is required.
- At least 4-6 years experience in direct sales and property management with a proven track record of success
- Candidates should be polished and professional in demeanor and possess a strong work ethic, exceptional listening skills, desire for high commission, honesty, and integrity.
- Excellent interpersonal and communication skills with an ability to close deals and develop and maintain relationships required.
- We are seeking energetic, enthusiastic, and persuasive candidates.
- Sharp computer skills and proficiency with the Internet required.
- A 4-year college degree strongly preferred.

For more information about La Costa Luxury Townhomes, visit our web site at www.LaCostaTownhomes.com, call us at (928) 757-5789, or submit resume to info@lacostatownhomes.com