

ISABELLE TODD

New Home Sales Consultant

849.690.3437

queasy-gym.net

@ isabelle_todd19@hotmail.com

Allanberg, Cape Verde



SUMMARY

Enthusiastic and results-driven Sales Consultant with over 3 years of experience in new home sales. Strong background in prospecting, effective communication, and building valuable relationships with customers. Proven track record of exceeding sales goals and ensuring customer satisfaction. Bachelor of Business Administration degree with a focus on marketing. Highly adaptable and skilled at navigating change and pressure to accomplish goals. Fluent in English and proficient in Spanish. Committed to delivering exceptional experiences to home buyers while representing Fischer Homes, one of the largest and most reputable home builders in the industry.

EXPERIENCE

New Home Sales Consultant

Fischer Homes

2022 - Ongoing Northern Kentucky

Worked directly with home buyers to help them find and purchase their dream homes. Prospected potential buyers, presented floor plans, and provided exceptional customer service throughout the sales process.

- Developed and executed a proactive prospecting plan, resulting in a 20% increase in lead generation.
- Effectively guided customers through the sales process, understanding and addressing their needs, resulting in a 25% increase in sales conversions.
- Managed customers' paperwork and process from initial contract through closing, ensuring a smooth and efficient experience.
- Achieved a 95% customer satisfaction rating, exceeding company standards.
- Consistently exceeded monthly and annual sales goals by 15%.
- Collaborated with lending institutions to financially qualify prospects and complete the sales process.

MY LIFE PHILOSOPHY

The best way to sell something: don't sell anything. Earn the awareness, respect and trust of those who might buy.

STRENGTHS

Effective Communication

Strong verbal and written communication skills developed through 3+ years of experience in sales and customer service roles. Proven ability to effectively listen to customer needs and convey information clearly and persuasively.

Relationship Building

Exceptional ability to establish and maintain strong relationships with customers. Skilled at connecting with individuals, understanding their needs, and building trust, resulting in long-term customer loyalty and increased sales.

Adaptability and Problem Solving

Thrives in fast-paced and changing environments. Demonstrated ability to navigate challenges, solve problems, and prioritize tasks under pressure. Successfully managed shifting priorities to achieve sales goals.

SKILLS

Proactive Prospecting

Closing Sales

Effective Communication

Customer Relationship Management

Negotiation

Market Research

Problem-solving

Time Management