



STONEMANOR HOMES

New Home Sales Counselor

Company	StoneManor Homes
Position	New Home Sales Counselor
Location	Assigned StoneManor Community / Model Home
Schedule	Full-time Weekends required

About the Role

StoneManor Homes is seeking a motivated and professional New Home Sales Counselor to represent our communities, create an exceptional buyer experience, and convert prospects into homeowners. This role is ideal for a disciplined sales professional who understands new home sales, values strong follow-up, and can confidently communicate product value, community advantages, and the StoneManor brand.

What You'll Do

- Greet, qualify, and build relationships with prospective buyers
- Demonstrate model homes, inventory homes, homesites, plans, included features, and community amenities
- Convert community traffic, internet leads, realtor referrals, and other prospects into sales
- Maintain consistent lead follow-up and accurate records in the company CRM
- Guide buyers through contract, financing, design selections, construction milestones, closing, and warranty transition
- Promote the value of StoneManor's preferred lender and help achieve lender capture goals
- Stay current on StoneManor product, pricing, incentives, inventory, and competitive market conditions
- Build Realtor relationships and participate in community, referral, and model home events
- Deliver a professional, responsive, and high-integrity customer experience

What We're Looking For

- Minimum of 1 year of successful new home sales experience preferred
- Strong communication, presentation, persuasion, and negotiation skills
- Disciplined follow-up habits and comfort working with CRM systems
- Ability to sell value, not just price or incentives
- Highly organized, self-motivated, goal-oriented, and customer-focused
- Ability to work independently in a model home environment
- Weekend and holiday schedule availability required
- Valid driver's license and reliable transportation required

Why StoneManor Homes

- Growing Houston-based homebuilder with a strong product and brand direction
- Professional, accountable, performance-driven culture
- Opportunity to represent thoughtfully designed homes and communities
- Eligible benefits include vacation, medical, dental, vision, life insurance, and career development opportunities

Ideal Candidate

The ideal candidate is polished, driven, organized, resilient, and comfortable owning the full sales process from first visit to closing. This person understands that exceptional follow-up, strong product knowledge, realtor relationships, and buyer trust are what drive long-term sales success.

Equal Employment Opportunity

StoneManor Homes is an equal opportunity employer and considers applicants without regard to race, color, religion, sex, national origin, age, disability, veteran status, or any other protected status under applicable law.