

**Overview:**

DMG Design + Build is hiring an experienced Sales Associate to grow its residential design + build business in the Greater New Orleans area.

DMG is committed to doing more than just completing quality projects. As a local general contractor, we strive to build relationships and communities. Every project we take on receives the highest level of experience, professionalism, and superior craftsmanship. Our vision is to build personalized designs and homes that realize our clients' visions with our dedicated and passionate team. We continuously delight our clients by maintaining a highly talented staff with excellent communication skills who subscribe to our company's values:

- Honesty and accountability are the core of our values.
- We achieve excellence through teamwork.
- We build through communication, not just amazing projects, but amazing relationships.

The Sales Associate will report directly to the President and General Manager of the company. The successful candidate will contribute to DMG's success by identifying and signing qualified clients for profitable jobs that align with the company's strategic goals.

DMG is looking for a candidate who can grow with the company. Potential for promotion to management will be a factor in our hiring decision.

A strong, self-motivating personality, a high level of patience and tolerance, excellent math and computer skills, excellent "people skills", meticulous attention to detail and accuracy, and ability to drive expansion in our geographic zone are all a must.

**Responsibilities and Expectations:**

- Be great with sales, working with people, managing personalities, and working on multiple projects simultaneously;
- Excellent computer skills including ability to use Excel, Word, PowerPoint, etc. for presentations;
- Great with planning and executing with people in the field;
- High level of written and verbal communication skills;
- Understanding of residential design + build;
- Understanding of general contracting and bidding;
- Experience managing social media accounts for a business;
- Be responsible for the health and well-being of growth of production in all areas where opportunities exist for our service;
- Open new areas for the company in line with the company's strategic plan;
- Excellent coordination with management, including providing regular reports on progress, suggestions and ideas to improve, enhance and expand the division, and coordinating and executing activities to improve, enhance and expand the company's ability to produce.

**Qualifications and Requirements:**

- Successful experience in selling or running residential design + build jobs;
- Demonstration of self-motivated actions in previous employment where you improved and expanded your division or zone of control;
- Consistently sell a high volume of profitable projects;
- Ability to find solutions and solve problems;
- Ability to plan well and prioritize work;
- Ability to find underlying causes to issues in the field and then to effectively implement solutions to prevent these issues from reoccurring;
- Maintain calmness under tight pressure;
- Create and contribute to a team atmosphere;
- Knowledge of customer service principles;
- Strong organizational, analytical and multi-tasking skills with high attention to detail.

**Communication:**

- Facilitate team and client meetings effectively;
- Professionally and actively manage the company's social media presence;
- Effectively communicate relevant project information to stakeholders;
- Resolve issues in a timely fashion;
- Understands how to communicate difficult/sensitive information tactfully.

**Leadership / Teamwork / Development:**

- Identify opportunities for improvements and make constructive suggestions for change;
- Mitigate team conflict and foster effective communication;
- Remain on the forefront of emerging industry practices;
- Keep track of lessons learned and share those lessons with team members;
- Seek and participate in development opportunities beyond required training;
- Set and manage client expectations with fortitude to meet or exceed those expectations;
- Continually seek opportunities to increase customer satisfaction and deepen subcontractor relationships.

**Salary & Benefits:**

- DMG Design + Build offers all full-time employees a competitive salary and benefits package.

**How to apply:**

- Please visit <https://www.dmgnota.com/hiring/> for information on applying for this position and preparing for the interview process.