



The sweetest fruit always requires
the greatest challenge.



Oxford Park is a 200m Euro sustainable and energy efficient living area. It is a modern, safe and enjoyable place to live. When developing Oxford Park we are striving to exceed quality norms, minimize environmental impact and have easy access to facilities within a short distance from the site.

We are committed to promoting long term thinking, a sustainable and healthy environment for living and working and educating our home buyers how they may save money through environmental awareness, improve their living standards, build a happy family and live comfortably in Oxford Park.

Oxford Park is ambitious and sets a high standard in the quality of development in Estonia and now we are building a leading sustainable sales team. We encourage the best candidates to apply.

NEW HOME SALES CONSULTANTS

About the Role:

The New Home Sales Consultant is the face of Oxford Park. In this role you are often the first point of contact: by phone, online or in person, for our prospective homebuyers or for anyone cooperating with us and really set the tone for the image of our company and future community. By combining your sales and customer relationship building skills, this position allows you to build trusted relationships with prospective homebuyers. It is your responsibility to match their needs to Oxford Park properties, to meet them in person, build a connection and when that match is found, to help show them why Oxford Park would be the best location to make their new home.

Although the culture in Oxford Park is challenging – highly driven, success and results oriented, we are not interested in “high pressure sales” or false promises. As a Consultant you are helping the buyer to make the right choice. However, to succeed with us, you must still be very active and enthusiastic. It is important to generate, build and follow up all leads and opportunities quickly, efficiently and with positive achievements – not leave people waiting for you or a question unanswered. As a New Home Sales Consultant, a big part of your job is to really listen to your prospects needs & situation. You will answer their questions and help them along the path to choosing Oxford Park, to establish a home buying plan that will work in their best interest and to ensure an enjoyable and trouble free process of buying a new home – taking them hand-in-hand from first contact to handover of keys, at which point our after sales team can continue.



What is expected from you:

This is a career where hard work, sales ability and dedication will pay enormous dividends. You will get out of it what you put into it and be handsomely rewarded for your success. Our ideal New Home Sales Consultant has limitless energy to keep going when those around you fail, is a positive and dedicated team member who is driven by results and has a strong work ethic and a demeanor that fosters customer trust. You must also be able to meet deadlines and complete tasks independently with minimal supervision as well as act with integrity and professionalism.

As a practical matter, candidates should possess:

- A higher education.
- B-category driving license.
- Strong computer skills (Word, PowerPoint, Excel, etc.).
- Excellent knowledge of Estonian and/or Russian language.
- Average or above English language in speech and in writing.
- Finnish language skills are not necessary but could be useful.
- A minimum of 1-3 years proven sales experience with a focus on consultative selling.
- The ability to cold call, easily network and build new opportunities, to effectively manage and build a sales funnel.
- The ability to identify and develop relationships with decision makers.
- A strong professional presence and demonstrated ability to present to and close decision makers.
- Integrity, honesty and outstanding judgment in all business matters.
- Excellent written and verbal skills and equally strong listening skills.
- Excellent interpersonal communication skills and the ability to interact with associates at all levels of responsibility.
- Impeccable follow-up skills and the ability to focus on details.
- A willingness to work non-traditional hours including evenings, weekends and holidays.
- A willingness to travel as needed to meet and interact with potential clients.
- Real estate sales experience is not required, but high-value/consultative sales experience is a bonus.



In return we will provide:

Full industry sector training alongside a personal sales and leadership coaching programme. Moreover we offer an unbeatable total compensation package. A base salary and commissions designed to recognize and reward performance at the individual and team levels. A 6-figure yearly commission is possible for the highest achievers (similar to leading CEOs in Europe but still based in Estonia). Or for a very good result we will offer a house in your sales area. That is, of course, if this is important or motivating for you.

It's no secret that for most of us, we spend more time at work than we do at home. This is the exact reason why we do our best every day to create a friendly, non-political and performance-driven environment where you can work hard and grow both personally and professionally. When you join Oxford Park team you'll discover what it's like to work for a company that offers a quality product you can believe in, a group of employees who share the same passion for high work ethics and integrity. We encourage our people to speak up and apply their suggestions and ideas to achieve successful outcomes. Oxford Park offers you the opportunity to dream big, grow your career, make a difference, do the right thing and still be excellently rewarded.

If you feel you are the right person for this job and would like to join a growing organisation, please apply by sending your CV in English to email:
careers@oxfordsustainable.com

For more information, please feel free to contact **Ines Kloren** at gsm: **+372 56 478 010**