



Ideal Person Specification – ebode Consultant

Person:	ebode Consultant
Responsible to:	ebode Sales Manager
Functional relationships with:	Other consultants, Design and Operations staff, Directors
Primary objective:	To obtain contracts for designing and building ebode homes.
Remuneration:	Commission only – on target earnings \$100K p.a.
Hours:	Full time commitment required, with flexible hours

Requirements

Experience:

- Proven history of success in sales (or demonstrated transferrable skills in another field) essential.
- Business experience an advantage.

Qualifications:

- Interior, architectural and/or other design training an advantage.
- BBE training and/or qualifications an advantage.

Skills:

- High standard of spoken English essential.
- Good written English essential, including excellent spelling and grammar.
- Demonstrated competence using Word processing, Spreadsheet, Internet browsers and Email applications essential.
- Basic Publisher skills an advantage.

Physical requirements:

- Well spoken and presented.
- Lives reasonably centrally within designated territory.
- Free to travel in designated territory (including some overnight stays) with 1-2 weeks' notice.
- New Zealand Driver's license.

Personality and temperament:

- Optimistic, self-confident, persistent and resilient.
- Able to build relationships and close deals.
- Confident in speaking to media, individuals and groups of up to 30 when required.
- Enjoys and actively participates in community and social activities.

Highly desirable:

- Demonstrated understanding of and commitment to sustainable living, particularly in relation to building and living in a home.
- Good social and business networks in ebode's target demographic.
- Ability to fund construction of ebode showhome in the territory – either with own funds, or able to raise investment capital from own networks (a great advantage but not absolutely necessary).