Trinity COMMUNITIES

JOB DESCRIPTION

Sales Specialist

LOCATION The Village at Lake Conroe	**REPORTS TO** Operating Partner
DEPARTMENT Operations	**EMPLOYMENT TYPE** Full-Time

About the Company

Trinity Communities owns and operates more than 30 manufactured housing communities across five states. We believe a community should feel like home: safe, well cared for, and somewhere residents are proud to live. That starts with the people who run them. We hold a high bar for ownership, follow-through, and results, and we're looking for people who want to build something that lasts, for our residents and for their own careers.

The Role

The Village at Lake Conroe is in lease-up, and we need a closer to fill it. The Sales Specialist owns home sales and leasing, with the emphasis on sales, and runs the full cycle from generating traffic to handing over the keys. You are measured first on homes sold and moved in. This is a production role with a performance-based earning component tied directly to results. It is built for someone who runs their own pipeline, asks for the sale, and does not need to be pushed to do either.

What Success Looks Like

- Consistently hits monthly closing and move-in targets set with leadership
- Every new lead gets a fast response, within company standards, every time
- Pipeline is current and accurate in the CRM, with no stalled or forgotten deals
- Strong conversion from lead to tour and from tour to application
- Deals close without avoidable delays in applications, approvals, or financing
- New residents become a steady source of referrals

What You'll Do

- Generate traffic through outreach, referrals, Facebook Marketplace, and local marketing
- Work every lead with disciplined daily follow-up
- Tour prospects and match them to the right home, whether buying or leasing
- Ask for the sale, handle objections, and keep deals moving
- Manage applications, approvals, financing, and documentation through closing
- Spot gaps in traffic or conversion and bring forward solutions
- Partner with the Community Manager on inventory, priorities, and the move-in experience

What It Takes

- A track record of hitting sales targets in real estate, auto, retail, B2C, or similar
- Comfort asking for the sale and hearing no
- Self-direction: you work your pipeline daily without being managed into it
- Organization to manage many active prospects and deals at once
- Proficiency with CRM systems and Microsoft Office or similar tools

Requirements

- 1+ year of sales experience
- Availability to work weekends, when most buyers tour

Preferred

- Experience in manufactured housing, multifamily, real estate, or high-volume sales
- Bilingual (English/Spanish) strongly preferred

Why Trinity

- Earnings tied directly to your production
- A lease-up community with real inventory to move and real upside
- Full ownership of your pipeline and results
- Room to grow as the portfolio expands