



POSITION ANNOUNCEMENT: Design Consultant

Eagle, a Richmond-based semi-custom homebuilder, seeks an experienced **Design Consultant** to guide homebuyers through the meaningful experience of personalization, co-creating the spaces and setting for where life's moments happen. It's said what makes a "house" a "home" is heart. At Eagle, we couldn't agree more. And it is why we put every ounce of ours into every home we build.

We believe building homes begins with people; individuals dedicated to the idea that it takes more than good technical skills to build great things – it takes passion, respect, accountability, commitment, and a personal touch. Our Design Consultants invite, inspire, and empower our buyers to invest in homes uniquely personalized to their tastes, where life and style become one – and truly theirs. Since 1984, this philosophy has led Eagle to become Richmond's top independent homebuilder and industry leader, as well as "One of the Top 200 Builders in America" by *Builder* magazine and a "Top Workplace" winner for three consecutive years by the Richmond Times-Dispatch.

Essential Duties and Responsibilities:

The Design Consultant position is responsible for facilitating the design phase of the Eagle Homebuilding Journey, guiding homebuyers on interior finishes that suit their needs, taste and target investment range. Responsibilities include:

- Schedule and execute the design phase of the Eagle Homebuilding Journey
- Present features, functions, and benefits of products available to optimize the sale of available design choices
- Provide complete and accurate documentation and pricing for design selections, making any necessary adjustments to fit within the buyer's target investment range.
- Create supporting documents for clarity of homebuyer's design selections
- Collaborate with Construction Project Manager and Trade Partners to complete late change requests or to overcome potential design-related challenges encountered during Construction

Education, Experience and Skills Required:

- Minimum 5-years experience in retail sales, customer service, interior design and/or homebuilding industry. New home Design Consultant experience preferred
- Jane Meagher's National Design Studio Institute DC Pro certification preferred
- Ability to work independently and take initiative
- Excellent customer service, communication and interpersonal skills
- Ability to complete a variety of tasks in a timely, organized manner
- Proficiency in use of MS Office Suite
- Experience with a residential construction database system preferred
- Experience with a cabinetry design software preferred

Working Location and Conditions:

- Design Center and office environment centrally located in Henrico County, VA
- Home site visits in all stages of construction
- This position is *not* remote or hybrid

Physical Demands:

- While performing the duties of this position, a Design Consultant is regularly required to stand, walk, talk, type, and listen for several hours of the workday
- Lift and move up to 15 pounds
- Some travel is required to visit active Eagle communities

Compensation and Benefits:

- Base salary plus commission for design options sold.
- Medical, dental and vision coverage
- 401k and stock options
- Leadership training
- Paid time off

To Apply: Eagle is looking to fill this position as soon as possible. Please send a letter of interest to: careers@eagleofva.com