



Senior Designer and Sales Consultant

Summary

Rush Residential is seeking a **Senior Designer** to play an integral role on our team to deliver beautiful homes and neighborhoods that will outshine the competition. This position plays the leading role in home and neighborhood design. Duties include establishing all product standards and upgrade offerings, consulting with the Architectural Drafter on floor plan design and layout, overseeing the design of all interior finishes, exterior cladding, and neighborhood streetscapes, and developing the customer design sales offering and process while managing the full customer design experience.

Responsibilities

- Lead the creative vision for home and neighborhood design, ensuring all products align with the Rush Residential brand, quality standards, and market positioning
- Develop and maintain the full catalog of standard features and upgrade offerings across all product lines.
- Collaborate closely with the Architectural Drafter to refine floor plans, optimize layouts, and ensure beautiful, functional, and buildable designs
- Oversee the selection and specification of all interior finishes, including flooring, cabinetry, countertops, lighting, plumbing fixtures, and color palettes
- Direct the design of exterior cladding, elevations, and streetscapes to create cohesive, attractive, and competitive neighborhood aesthetics
- Build and manage the customer design experience, including sales offerings, design center processes, and customer communication workflows
- Guide homebuyers through the design selection process, providing expert recommendations and ensuring a smooth, enjoyable experience allowing the customer to choose from our community and floor plan specific upgrades and options
- Active member of sales team(s), participating in data analysis and monitoring competitor sales performance, strategies, and product offerings while continuously identifying opportunities to enhance our own sales process and drive stronger results
- Staying current on emerging trends—from color palettes and materials to smart-home technology and construction innovations—to ensure our brand remains a leader in modern, successful residential home design

Required Skills

- Exceptional interpersonal skills and adaptable relatable style to a diverse mix of customer types
- Excellent verbal and written communication skills
- Ability to manage customers during build cycle -strong knowledge of residential construction
- Knowledge of Microsoft Office tools
- A keen eye for detail
- Strong demonstrated ability for determining colors, layouts, and styles
- Strong spatial skills for home design and flow
- Ability to work in fast paced environment under pressure and prioritize tasks
- Strong organizational skills
- Outstanding problem-solving skills
- Good time management abilities

- Strong decision-making skills

Work Styles and Habits

- Ethical and honest
- Excellent attitude
- Takes constructive feedback without excuses
- Self-motivated, proactive, and process-oriented
- Enjoys regularly working with others and being part of a team
- Takes pride in work product and routinely meets deadlines
- Have schedule flexibility to work occasional evenings and weekends to support events and deadlines
- Cooperative and respectful to all team members

Qualifications

- Bachelor's degree in design preferred
- 5 years of experience as a Design Consultant in the area of residential construction, residential home design, or a similar position
- Proficiency with Microsoft Office and Project

Compensation and Benefits:

- Salary range: \$100,000-\$120,000 (DOE)
- Annual bonus opportunity based on company and individual performance.
- Vehicle allowance

Benefits: Medical, Dental, Vision, Life Insurance, Dependent Care Insurance, HSA, FSA, Employee Assistance Program, Short Term Disability Insurance, 401 (k), 401 (k) Match. Other supplemental plans are available upon request.

PTO: 108 hours of paid time off (combined vacation and sick leave) per year

Paid Holiday: 8 paid company holidays annually.

For more information about The Rush Companies, visit: www.therushcompanies.com

Equal Opportunity & Drug-Free Employer

Disclaimer: This job description is only a summary of the typical functions of the job, not an exhaustive or comprehensive list of all possible job duties and responsibilities.