

# Career Profile: Pre-start Consultant



Pre-start Consultants assist clients with the materials and color selection process during the initial consultation phase when designing a new home, renovation, or commercial space. It involves helping the client choose colours, materials, white goods and layouts including electrical and plumbing hardware

## Sector

Residential / Commercial

### What does a typical day look like?

- ▶ Negotiate and advise clients in the early phase of the building process and maintain regular communication throughout the duration of the build
- ▶ Have a strong knowledge of products available and provide advice on material and colour selections
- ▶ Liaise with external suppliers to source items for the client
- ▶ Arrange and advise on pricing
- ▶ Consult with other relevant departments including estimating, drafting, scheduling and site supervision.
- ▶ Understand building terms, documentation, drawings and specifications
- ▶ Understand shire, council, city and state legislation that impacts the building process
- ▶ Liaise with settlement agents, banks and brokers
- ▶ Provide advice on contractual, legal and site costs and ensure selections are within shire or city regulations

## Skills and personal qualities

- ▶ Have a professional, organised approach to work
- ▶ High level of communication & negotiation skills
- ▶ Be creative and stay up to date in current trends in décor and design
- ▶ Ability to multi-task and be able to problem solve
- ▶ Enjoy and be good at working as part of a team

## How to get started

If you are interested in becoming a prestart consultant, you can enroll in the Certificate II in Building and Construction (Pathway – Para Professional). Other options are to complete a Certificate IV in Interior Decoration or learn on the job with training from an employer.

## Future Pathways and opportunities

- ▶ Sales role
- ▶ Business development
- ▶ Contract administration
- ▶ Estimating
- ▶ Scheduling



## Next Steps

Further information can be found at:

- ▶ Jobs and Skills WA – [www.jobsandskills.wa.gov.au](http://www.jobsandskills.wa.gov.au)
- ▶ Australian Apprenticeship Pathways – [www.aapathways.com.au](http://www.aapathways.com.au)
- ▶ Australian Apprenticeship Support Network Providers – [www.australianapprenticeships.gov.au](http://www.australianapprenticeships.gov.au)
- ▶ Job Outlook – [www.joboutlook.gov.au](http://www.joboutlook.gov.au)