

PROJECT SALES MANAGER



WHO WE ARE

Panatch Group is a family owned group of companies focused on real estate investment, development and management. We are vertically integrated with in-house roles responsible for the execution of the companies' activities including construction, leasing, sales and marketing. We are a small team focused on doing work we are proud of and always doing the right thing.

We are getting ready to launch our next project, 50 Electronic Avenue, in Port Moody. We are now hiring the team that will market this two-phase, 358 unit, mixed-use project. **We are looking for a Sales Manager to lead this team.**

WHAT WE ARE LOOKING FOR

We are looking for an experienced Sales Manger to join our growing team. We are looking for someone who has successfully launched projects in the past and someone capable of overseeing and working collaboratively with a team of sales staff. So, who is our ideal candidate?

With 5+ years of real estate sales and marketing experience and at least one year as a sales manager or similar role, you have a deep understanding of the real estate market and what it takes to market a new project.

You are confident in your ability to develop, execute and monitor innovative marketing and sales programs for both phases of the 50 Electronic Avenue project.

You are a team player, self-motivated, detail oriented, creative and understand the fast-paced nature of project sales, especially within a small company. You are a diligent and goal oriented individual capable of engaging people, communicating effectively and embracing technology. You lead your team by example, you're on the floor and available to answer questions. Most importantly, you're ready for a challenging and exciting new endeavor.

Note: Must be able to work weekends and statutory holidays based on sales centre hours of operation.

CORE RESPONSIBILITIES

Core responsibilities of this role will also include but not be limited to:

- ASSEMBLING A SALES TEAM:
Participate in the planning for staffing of the sales centre. Recruit, interview and hire an experienced sales staff. Formally train the new recruits.

- DEVELOPING AND IMPLEMENTING EFFECTIVE SALES AND MARKETING STRATEGIES:
Manage inventory and pricing throughout the entire sales program. This includes executing on pricing strategies, monitoring pricing and providing recommendations to ensure targets are achieved.

- DEVELOPING A PROSPECTING PROGRAM:
Implement lead collection and follow up programs. Execute realtor and grand opening events, as well as other milestones as needed with the project. Strategize on advertising campaigns.

- MONITORING PROGRESS:
Work with staff to create weekly traffic and sales reports. Liaise with the Panatch Group management team to offer feedback and recommendations.

Note, while you will be working collaboratively with the Panatch Group management team to fulfill these responsibilities, you should be comfortable taking the lead on all the above.

WHAT WE PROVIDE

- A collaborative and dynamic work environment with flexibility to ensure a healthy work-life balance.
- Personal and professional development which will foster growth within the industry.
- Competitive salary and performance bonuses*

*We are seeking the **right** candidate and will offer **a premium salary** plus performance bonuses to the perfect fit.

We understand that job hunting can be a delicate process – we assure you that the interview process will remain completely confidential. To apply, please kindly submit your resume and cover letter in PDF or MS Word format, quoting the name of the position in the subject line to Eshleen Panatch: eshleen@panatchgroup.com This posting will remain open until filled. We thank all candidates in advance, but only qualified candidates will be contacted.