

SHAPE

604.681.2358
info@shapeproperties.com
shapeproperties.com

2020 One Bentall Centre
505 Burrard St., Box 206
Vancouver, BC, Canada V7X 1M6

SALES ASSOCIATE

Real Estate Development
Burnaby, British Columbia

About Shape Properties

SHAPE is the real estate investment, development and management company leading some of the largest and most exciting projects in North America. With more than 370 acres in our growing portfolio, SHAPE currently manages +2.7M sq. ft. of commercial space with +3.5M sq. ft. of commercial and residential space under construction. As one team with a full range of real estate services, our projects benefit from seamless collaboration and communication across departments, locations and areas of expertise. Our group of companies is designed to operate together as a fully integrated platform or independently to add specialized value. With a thoughtful approach and continuous pursuit of innovation, we strive to deliver the best of retail, residential, office and mixed-use real estate world-wide.

The Opportunity

Execute pre-sales for one of SHAPE's high-profile, mixed-use, master planned real estate projects in Metro Vancouver. We are looking to add to our team of high performing Sales Associates to communicate the vision of new mixed-use, master-planned communities to prospective buyers and maximize sales for our residential developments. The position is based at one of our multi-million dollar Presentation Centres where the sales associate will educate potential purchasers on the project's fundamentals and guide them through the purchasing process.

Responsibilities:

- Convey the significance of SHAPE's master planned story and all of its strong fundamentals
- Guide and assist homebuyers and realtors in the pre-sale purchasing process
- Prepare and process purchasing contracts
- Liaise and follow-up with purchasers for contract paperwork, deposit payments and legal documentation
- Actively build and leverage business relationships within the real estate community
- Stay informed about the competitive landscape

Qualifications:

- Experience in real estate sales; pre-sale experience an asset
- An advanced understanding of the Metro Vancouver residential market
- Real estate license required
- Strong organizational and communication skills
- Excellent customer service skills, positive attitude and welcoming disposition
- Highly motivated and driven to execute on sales opportunities
- Fluency in a second language, ideally Mandarin or Cantonese, an asset

SHAPE

604.681.2358
info@shapeproperties.com
shapeproperties.com

2020 One Bentall Centre
505 Burrard St., Box 206
Vancouver, BC, Canada V7X 1M6

Benefits:

- Opportunity to represent some of Metro Vancouver's largest new master-planned communities – The City of Lougheed, The Amazing Brentwood or RC at CF Richmond Centre
- Build upon the successful reputation of The Amazing Brentwood and The City of Lougheed
- Opportunity to sell projects with the best fundamentals in the market: multi-acre sites, access to SkyTrain lines, mixed-use master-plan, differentiated experience and homes with the best value
- Significant number of homes to sell in the coming years
- Competitive compensation

To apply, please send your resume and cover letter to careers@shapeproperties.com.