

Position: Director of Sales – Real Estate Services Division

Reports to: Vice President, rennie Real Estate Services

Job Type: Full-time

About rennie

For the past four decades, rennie has grown into one of the most influential and sought after full service real estate marketing and sales brokerage companies in Canada. Since its inception, the company has redefined the business of real estate, offering the most comprehensive and specialized sales, marketing, data and technology services in the industry for developments and for brokerage sales. As well, rennie museum curates and exhibits one of the largest contemporary art collections in Canada.

About the rennie Culture

The company's achievements are the result of its ongoing commitment to nurturing strong relationships, providing extraordinary service, and producing exceptional results. Rennie is most passionate about having the opportunity to connect people to communities and places they can call home. Our most valuable asset as an organization are the people invested in our culture, training, and success.

Rennie is headquartered in Vancouver's Chinatown district in the historic renovated Wing Sang building, originally built in 1889. The spectacular office includes the in-house museum, a rooftop garden with stunning views of the city and unique collaborative workspaces.

About the Opportunity

Taking the lead from the Vice President of Real Estate Services, the Director of Sales works directly with the Managing Brokers in conjunction with the Director of Sales Systems – Developer Services and shall be the ambassador both internally and externally to ensure that pre-determined targets for recruitment and retention are attained as we continue on our organic growth. This role will also be responsible for advisor onboarding, coaching & sales training to ensure the overall success of our 160+ advisors.

Duties:

- Acts as rennie ambassador for outside Realtor outreach, engagement & recruitment;
- Responsible for development of sales training and plan with input and direction from senior leadership and brokerage management;
- Conduct sales training and product training consistent with rennie standards;
- Report to the VP Real Estate Services and Managing Brokers for oversight, execution and implementation of sales planning, launch and roll out;
- Working in conjunction with Managing Brokers in the hiring process of new advisors;

- Undertake necessary market and product analysis to support advisor requirements, including but not limited to: competitive market analysis, market pricing, product analysis, business planning;
- Leverage and build upon the intelligence and market data cultivated by rennie in order to provide thoughtful market analysis on projects, markets and trends for our advisors and their clientele;
- Play an active and visible role in the day to day guiding of advisors;
- Work in collaboration with the Director of Sales Systems – Developer Services on coordinating project sales team staffing and training;
- Work in collaboration with marketing/intelligence/technology divisions on advisor driven initiatives and programs;

Desired Skills/Experience:

- Licensed under the Real Estate Services Act of BC
- Minimum 10 years' experience in real estate, brokerage & pre-sale practice
- Minimum 3 years' experience in sales training, developing and coaching & management
- Knowledge of local real estate market
- Strong research and analytical skills
- Collaborative team player: ability to work effectively with peers, senior leaders and key stakeholders to strategize, plan, coordinate sales solutions
- Exceptional communication and presentation skills, maintains composure and action-oriented attitude at all times
- Strong computer skills in Word and Excel

Compensation and Benefits:

- Competitive salary based on experience
- Extended healthcare benefits
- Eligibility for participation in our extensive bonus program based on performance
- Participation in our annual retreat, attend our monthly lunch and learns with leading industry experts, social events, and much more!

If this looks like the position for you, please email your cover letter and resume to careers@rennie.com. We thank all candidates for their interest, however, only select individuals will be contacted.

For more information, please visit: <https://rennie.com/about>