

Position: Junior Sales Director

Reports to: Senior Vice President, rennie Developer 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. We are 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.

The main office of rennie is headquartered in Vancouver's Chinatown district in the historic renovated Wing Sang building, originally built in 1889. The spectacular space 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 Senior Vice President of Developer Services, the Junior Sales Director works directly with the Director of Sales and the Senior Sales Manager and is responsible for site sales planning and execution to ensure the overall success of the project. This individual will enable and create consistency of delivery and execution across all key team members and to the clients.

Responsibilities:**Client Management and Project Planning**

- Support the project team to deliver timely, relevant and thoughtful reporting, market insight, traffic and competitive reviews in addition to supporting and articulating sales strategies, communication plans and activity by project or region.

Operations and Administration

- Maintain project planning and work flow for and coordinating efforts with development teams

- Support all documentation and preparation of all relevant contracts, legal agreements and standard addendums
- Prepare for and support sales training and education and utilize, maintain and act as a knowledgeable resource of Salesforce and all other programs, tools and standards for rennie sites

Market Knowledge and Connection

- Ensure and develop a working fluency of the marketplace and product types. Support and/or lead research and tour markets and competitive project to maintain a strong knowledge of the current conditions and project offerings

Sales Execution and Administration

- Support the implementation of sales training on site inclusive of systems, tools and product based upon an established set of rennie standards
- Manage and maintain all site reporting (salesforce, traffic analysis, monthly recaps etc.)
- Work with the sales team to execute on strategies, campaigns, lead management etc.

Desired Skills/Experience:

- Licensed under the Real Estate Services Act of BC
- 5+ year experience in real estate, pre-sale experience a significant asset
- Site Lead or other management experience
- Expert 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>