



BOSA Family Companies

**We empower our people to
operate like owners.**

Learn more about our career opportunities.
Join the team.

Vice President, International Sales

Location: Vancouver, B.C.

About BOSA:

The story of the Bosa Family Companies is one of entrepreneurship, commitment and a passion for construction that began over 50 years ago. The wholly-integrated, family-run company is backed by a longstanding history of excellence in development, contracting, and asset-management, making it one of Canada's most respected privately-owned brands. With an uncompromising commitment to quality construction and innovative design, the Bosa Family Companies – through its subsidiaries, Bosa Properties and BlueSky Properties – has cemented its reputation as one of the British Columbia's top developers, and boasts an extensive portfolio of residential, commercial, industrial and mixed-use urban properties.

About the Role:

Reporting directly to the Executive Vice President, the VP of International Sales' key accountability is to take ownership of all global sales channels in relation to our downtown collection of upcoming development projects. From designing the project sales strategy to developing high-performing, international sales teams, this is a holistic sales leadership opportunity that calls for a diverse range of skills and experience. While we have a high-performing team led by our incumbent VP of Sales, this role will capitalize on the existing platform and track record while collaborating with our existing team and leadership to drive success in our downtown Vancouver portfolio.

Primary Responsibilities Include:

- Develops and manages broker relationships critical to the brand and individual projects' success;
- Manages both local and international project sales teams;

T 604.299.1363 **F** 604.299.6460

1201—838 West Hastings St. Vancouver, BC V6C 0A6

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- Manages international sales channels;
 - Partners with the EVP and our current VP Sales to create the overall Portfolio Sales Strategy, and champions its implementation;
 - Acts as a brand ambassador in local and international markets;
 - In partnership with the Strategy, IT, and Marketing departments, drives the development of on-line sales platform/presence;
 - In collaboration with existing Sales Leadership Team, implements a Customer Insights Program for BPI projects.

Our Must Haves:

To be successful in this role, your background should be focused on developing strategic sales plans and driving them to execution. You bring a combination of experience that includes luxury goods and pre-sale real estate in tier one markets such as Hong Kong, Toronto, New York, and LA. Your personal affinity for all things luxury coupled with your experience travelling the globe gives you a unique perspective on international clients and their real estate interests. Most notably, you are passionate about the product and the organization you represent, and you drive excellence through your sales teams and your partners to provide a top tier experience for your customers.

What you Bring:

- International sales channel experience;
- Previous experience with a brokerage or developer working in multiple channels outside of North America (Asia, Europe);
- 10+ years of experience in upper-market/luxury product;
- Proven track record for directing sales of product targeted at HNW and UHNW customers, in Tier 1 cities (Hong Kong/Toronto/LA);
- Demonstrated ability to train and develop exceptional sales talent;

Your Rewards:

Our most important offering to anyone that joins the Bosa Properties team is our culture of innovation, achievement, and ownership. We bring out the best in each other by constantly striving to be world class in all we do. These values are reflected in our Real Estate Projects, our Company, and our People.

At Bosa, we also offer a very competitive compensation structure that supplements your regular income with a robust benefits package:

- **Medical and Dental Coverage:** Our industry leading benefits package covers you and your dependents at no cost
- **RRSP Matching:** We support your future goals by matching up to 5% of your RRSP contributions.
- **Friends and Family Program:** Early and exclusive access to our newly released projects
- **BOSA Connect™:** Our annual development conference that is designed and hosted by our leadership and complemented by a range of world-class speakers and workshop experts.
- **Professional Development and Education Support**

How to Apply:

Please submit an application using the [link](#) provided. We value your interest in the Bosa Family of Companies. While we can only respond to shortlisted applicants, we will keep your information on file and consider you for future opportunities as they come available.