

ARAGON

WE CREATE UNIQUE EXPERIENCES DESIGNED TO MOVE YOU FORWARD.

We create new design standards. We challenge old real estate models. We embrace the importance of living in a changing environment. We contribute to neighborhoods with undiscovered potential. We find comfort in the unexpected.

From inception over 30 years ago, Aragon has focused on innovative and distinctive design combined with outstanding quality. Honoring these values expresses our desire and commitment to creating sophisticated homes.

THE OPPORTUNITY

Aragon is seeking an experienced industry-leader in New Home Condo sales. The Sales Manager will be extremely driven with an in-depth knowledge of the local Vancouver real estate market.

The successful candidate will be responsible for achieving sales, removing all subjects in a timely fashion, and securing a firm and binding Contract of Purchase and Sale.

You will represent Aragon and what we stand for by being the main point of contact for all prospects and providing leadership to your team. You are experienced and will mentor those under your lead to grow and develop their skills to create an unbreakable team!

Duties shall include, but are not be limited to, the following:

- Represent the Aragon brand which includes a great customer service experience the minute a prospect walks through the door.
- Guide the sales team to ensure effective and efficient performance.
- Daily communicating with your team, obtaining feedback, and keeping morale high.
- Prospecting, qualifying, and rating all potential leads as per the guidelines provided by Aragon.
- Maintain information systems on unit sales, deposits, and other key information in database system.
- Oversee all deals executed by your team to ensure accuracy.
- You will have a clear understanding of the Disclosure Statement, product offering, and Contract of Purchase and Sale in order to communicate clearly, and answer confidently, any questions our prospects may have.
- Work co-operatively and pro-actively with the local real estate community to solicit sales.
- Manage, schedule, and oversee database related activities using our CRM system Spark.
- Manage, write, and upload purchaser agreements for owner execution using Avesdo.
- Be part of the company culture by assisting with special marketing functions and promoting our brand to prospects and realtors.
- Being a leader, you will drive our sales team to achieve successful weekly and monthly sales targets.

- Be part of the conversation by attending weekly sales meetings, provide feedback on previous week's activities, new marketing ideas and goals.

Desired Competencies

- Strong leadership skills
- Ability to work collaboratively with colleagues and staff to create a result driven, team-oriented environment
- Is action oriented and enjoys working hard

Minimum Qualifications

- 5-10 years of real estate sales leadership experience
- Strong communication including exceptional writing skills
- Understanding of Avesdo, Spark-CRM and Microsoft Office
- Highly professional as a representative of Aragon and its standards
- Attention to detail and proven time-management skills
- Established relationships within the real estate industry and realtor community

What we offer:

- A great culture of monthly events, group lunches, team building activities
- Reimbursement for educational courses contributing to development and growth
- Annual fitness reimbursement supporting our belief that a healthy body leads to a healthy mind
- Work/Life Balance
- Medical/Dental