



Career Opportunity:

Sales Advisor

The Sales Advisor plays a critical role in supporting our Vancouver communities' sales strategy. Key responsibilities include proactively filling the sales pipeline, generating leads, building/nurturing relationships with prospective residents and their families, and working with the Sales team to achieve 100% occupancy aligned to our communities' wellness objectives and criteria. Reporting to the Regional Sales Director, the Sales Advisor is a resourceful, self-directed sales professional with demonstrated experience in sales, a strong sense of urgency, and an ability to advance prospects and close sales with an understanding of the Mission and Operating Principles of our community, which operate 7/24-365 days per year.

Qualifications & Requirements:

- Degree/diploma/certificate in sales, marketing or related discipline
- Proven experience in consultative sales role in the seniors' market or related hotel/hospitality industries
- Ability to network, multi-task, and promote services; able to follow an established sales process, from prospecting to conversion
- Strong working knowledge of the Microsoft Suite Products and CRM technology
- Comfortable with flexible hours; evenings and weekends are required

We offer a competitive total compensation package (wages and benefits). Please introduce yourself by sending a resume to the email address provided.

To apply for any one of the available roles:

Please indicate the role you are applying for and send a resume and cover letter to **Melodie Cummings, Executive Assistant/Project Coordinator** at MCummings@DiscoverTapestry.com. As an employee, if you recommend a qualified candidate that we hire, you will be eligible for an Employee Referral Program award!

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