

Sales Manager

Full-time, incl. benefits]

Commitment. Quality. Care. Respect. PARC Retirement Living is an award-winning developer and operator of purpose-built, independent senior living communities. We're looking for caring and genuine people who are passionate about service excellence and are driven to make a meaningful difference in the lives of seniors.

We are looking for a motivated, hard-working and enthusiastic **Sales Manager** for **Westerleigh PARC** in **West Vancouver**. As a Sales Manger, you are truly a pillar of the property. You will excel in "Heart Selling", and work as a strong team player to contribute to overall growth of the company.

Sales Manager Responsibilities:

- Responsible for developing and executing a site-specific acquisition plan including public relations, sales pipeline management, and relationship sales;
- Play a key role in delivering our promise to the seniors who choose to live with us;
- Build rapport and create long-term relationships with prospective clients to ensure we achieve our goal of creating and maintaining full occupancy and growth company wide.

Sales Manager Skills and Experience:

- Completed sales/marketing diploma or certificate and/or minimum of 3 years' experience in sales in the senior living or related industry;
- Strong communication skills with the ability to favorably demonstrate the benefits of retirement living to our target market;
- Clear understanding of the sales cycle with demonstrated ability to maintain a high closing ratio;
- Strong computer skills, including proficiency in CRM databases (Yardi/Sherpa an asset);
- Dedicated to relationship selling by establishing trust, overcoming objections and proposing solutions;
- Ability to maintain accurate records of sales and prospecting activities including sales calls, presentations, closed sales and follow-up activities;
- Demonstrated appreciation of the heritage, values, and wisdom of our residents;
- Empathy for and understanding of the needs of seniors, their families and the professionals engaged in their care with the ability to adjust sales style or approach accordingly.

Perks of the Job:

- Meaningful work, knowing you are making the difference in seniors lives every day;
- Fun is one of core values! We encourage fun, supportive, team environments;
- Encouraging continuous learning and career development;
- Prospect BBQ's, Summer Resident Picnics and other fun employee events;
- Living Wage Certified, annual bonuses and competitive benefits plan;
- Opportunity for advancement!

Live out your passion for people and service excellence. Apply now at www.parcliving.ca/careers.

Thank you for your interest in this exciting opportunity. Please note that only shortlisted candidates will be contacted.