

Sales Manager, Full-Time

Full-Time, Permanent| 30 – 40 hours per week| Competitive compensation package|

We are looking for a motivated, hard-working and community driven **Sales Manager** to join the PARC team at our new off-site sales center on the North Shore. You will work closely to support onsite sales from a remote location. You will excel in “*Heart Selling*”, and work as a strong team player to contribute to overall growth of the company.

Sales Manager Responsibilities:

- Operate and promote our new off-site sales center and funneling prospects to the correct PARC location, with an emphasis on the North Shore, while building a strong sales pipeline through relationship sales;
- Collaborate with many internal stakeholders, to help develop and execute strategic sales plan; including innovative community outreach, special events and sales campaigns;
- Adapt to changing situations and fill in where needed on site, ensuring we keep 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 5 years’ experience in sales in the senior living or hospitality industry;
- Strong communication and interpersonal skills with the ability to favorably demonstrate the benefits of Independent retirement living to our target market;
- Clear understanding of the sales cycle and discovery process with a demonstrated ability to maintain a high closing ratio;
- Strong computer skills, including proficiency in Microsoft Office and CRM databases (Yardi/Sherpa an asset);
- An approachable demeanor, someone who’s dedicated to relationship selling by establishing trust, overcoming objections and proposing solutions;
- Positive, adaptable and creative team player, who can work collaboratively and build relationships with internal and external stakeholders
- Must be organized and able to maintain accurate records of sales and prospecting activities including sales calls, presentations, closed sales and follow-up activities
- Empathy, understanding and appreciation of the needs of seniors, their families with the ability to adjust sales style or approach accordingly.
- Class 5 drivers’ licence with access to own vehicle

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;
- Blended compensation package, including competitive base salary, benefits and commissions;
- 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.

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.