

Job Description

Job Title: Yacht Agent

Job Description:

We are seeking a Yacht Agent for our Yacht Brokerage firm that has previous experience working in sales with some knowledge of boats. This is 100% commission independent contractor position which will work under a Yacht Broker in their local territory. This is position that is suited for someone who is looking to grow with the business and is interested in becoming a Broker down the road as they learn the business.

We are looking for someone who is an energetic self-starter who is looking to grow with our business and be a key member of our team in one of our open territories. This individual must be able to work with the Yacht Broker in their territory and be eager to learn the Yacht business.

A Yacht Agent's responsibility in our company is not generating listings, but there will be a bonus structure for those that rise to the occasion.

Company Description:

United City Yachts is one of the largest brokerage firms which includes both buying and selling of pre-owned Yachts in Canada. We are in growth mode and are expanding our reach across Canada. We have accomplished our position in the industry by promoting a yachting lifestyle to our buyers and sellers, through innovative marketing, and excellent client care. Our business owners are self-made entrepreneurs who are interested in hiring individuals who are looking to be part of a growing team.

Location:

We have locations across Canada, but this position is located in multiple locations and provides sales and support for related territory

Classification:

Independent Contract Sales Role

Reporting:

Reports to the Broker in the Territory listed

Overall Responsibilities

- Responsible for input and management of required sales information into our Customer Relationship Management system.
- Responsible for managing the entire sales process for those listings that turn into a sale.
- Responsible for ongoing and after sales client care.

- Participation in sales meetings and sales reporting on a weekly basis.

Duties

For Sell Listings

- Seek boats for interested buyers.
- Work with the Yacht Broker on co-ordinating with marketing staff to make sure the boat is listed on all our websites and YachtWorld.com.
- Responsible for the showing of boats.
- Required to manage the client's expectations and work with them and the Yacht Broker on price adjustments.
- Specialize in answering "general" buyer leads.
- Required to handle all boat offers and purchasing process along with making sure all sales documents are completed.
- Responsible for managing the entire sales process including haul outs, surveys and sea tests.
- Responsible for assisting in the closing of the sale and the handling of funds and escrow.
- Responsible for assisting in making sure all the closing documents are completed on the sale.
- Manages inbound leads in the territory.

Client Care and Administration

- Required to manage ongoing client care.
- Responsible for monthly reporting and attendance at sales meetings.
- Responsible for participation in events.
- Responsible for sending update newsletters to clients on performance data.
- Responsible for after sales client care.

Education and Experience Requirements

- College or University degree an asset
- Minimum of 3 years' sales experience required in service related industry
- Experience in Yacht Sales or Real Estate Sales an asset
- Some knowledge of boats required
- Experience working with a CRM system in a service driven business
- Proficiency and experience with computers and mobile devices and working with software applications
- Working knowledge and experience with Microsoft Office or Google G-Suite

Skills & Knowledge Requirements

- Exceptional Customer Service Skills as this is a service driven business
- Internet search literacy and technically savvy
- Excellent interpersonal and communication skills (both verbal and written)
- Positive attitude and team player
- Attention to detail
- Expertise in boating required

Working Conditions & Physical Requirements

- Must possess a valid driver's licence.
- Required to show boats.

Compensation & Remuneration

- Commission based on all sales
- Bonus structure in place for generating boat listings

Please email us a Statement of Qualifications (2 page max) outlining how your experience meets the position criteria along with a copy of your resume. Email andre@torontoyachtsales.com and adrian@kingstonyachtsales.com