

# ARAGON

## **Job Position: Licensed Sales Manager**

### **Position Overview:**

Aragon Properties Ltd. is seeking an experienced and licensed Sales Manager to lead the sales efforts for a premier property in the heart of Esquimalt. This development comprises 179 luxurious residential units, 13 of which will be managed by the prestigious Rosemead House. Adjacent to the newly opened Janevca restaurant and the future Rosemead House hotel, set to open in February 2025, this property offers unparalleled access to world-class amenities, including a restaurant, lounge, events center, spa, and luxury accommodations. The project represents a unique opportunity to sell a lifestyle of elegance and convenience in a prime location.

### **Key Responsibilities:**

- Develop and implement sales strategies to effectively market the 166-unit condominium property.
- Lead and manage the sales team to meet or exceed sales targets.
- Coordinate closely with marketing team to align sales strategies with promotional campaigns.
- Conduct tours and presentations showcasing the units and highlighting the benefits of living adjacent to the Rosemead House amenities.
- Maintain knowledge of the local real estate market and provide insights to improve sales strategies.
- Foster strong relationships with potential buyers and provide exceptional customer service throughout the sales process.
- Ensure compliance with all regulatory requirements and licensing standards.
- Work collaboratively with the Rosemead House team to promote synergy between the residential property and adjacent luxury hotel amenities.

### **Qualifications:**

- Active real estate license in British Columbia.
- Post-secondary education in a related field is an asset, but not a requirement
- Proven experience as a Sales Manager in real estate, preferably in luxury condominiums or high-end developments.
- Exceptional communication and leadership skills.
- Strong knowledge of the Victoria, BC, real estate market.
- Demonstrated ability to manage and motivate a sales team.
- Passion for delivering an outstanding buyer experience.

**Compensation:** The estimated annual salary for a Sales Manager in Victoria, BC, specializing in luxury condominium sales is approximately **\$80,000 to \$90,000** plus commissions, depending on experience and qualifications.

### **Start Date:**

Approximately February 2025.

### **Location & Hours:**

Expected to work 40 hours per week in person, beginning at the developer's office in Esquimalt BC, then transitioning to the sales office, also located in Esquimalt.

If you are a motivated and experienced Sales Manager eager to represent a property that combines luxury living with unparalleled amenities, we invite you to apply and become part of this exciting venture.