



Job Position: Sales Representative (8-Month Maternity Leave Contract)

Location: Esquimalt, BC

Start Date: February 1, 2026 to approximately September 31, 2026

Compensation: \$5,000 per month (+) commissions

Hours: Full-time, approximately 40 hours per week, in person

Position Overview

We are seeking a dynamic and customer-focused Sales Representative to join our team on an 8-month maternity leave contract at Oakwoods Residences, a beautiful residential development in the heart of Esquimalt.

This exceptional property features 179 residences, with 13 units managed by the luxury Rosemead House, located adjacent to the newly opened Janevca Restaurant and the future Rosemead House Hotel, set to open in February 2025. With access to upscale amenities—including a restaurant, lounge, event centre, spa, and hotel—Oakwoods Residences offers an extraordinary living experience.

The Sales Representative will play a key role in presenting these homes to prospective buyers, nurturing client relationships, and ensuring an exceptional sales experience throughout the process. This position will also help maintain continuity and sales momentum during the maternity leave period.

Key Responsibilities

- Engage with potential buyers to present the features and benefits of Oakwoods Residences, emphasizing the luxury brand and amenities of Rosemead House.
- Maintain a thorough knowledge of the property, surrounding community, and adjacent facilities including Janevca and Rosemead House.
- Conduct guided property tours to showcase available units and highlight proximity to premium amenities.
- Respond promptly to inquiries, providing accurate information about pricing, floor plans, and availability.
- Build strong, trust-based relationships with clients while guiding them through each stage of the sales process.
- Collaborate with the Sales Manager and marketing team to implement sales strategies and support promotional activities.
- Maintain detailed and organized sales documentation, including contracts, client files, and reporting.
- Stay informed on local market trends and competitor developments in the Esquimalt and Greater Victoria areas.

Qualifications

- Minimum 2 years of experience in sales—preferably in real estate, property development, or a related field.
- Strong interpersonal and communication skills, with the ability to build genuine client relationships.
- Proven track record of meeting or exceeding sales targets.
- Professional, polished presentation and enthusiasm for real estate and luxury living.
- Availability to work flexible hours, including weekends and occasional evenings.
- Proficiency in CRM systems and sales management tools is an asset.
- A valid Real Estate License in British Columbia is preferred but not required.

License Requirement

This is a full-time contract position, and candidates holding a Real Estate License must agree to discontinue any resale activities during the contract term. To support maintaining your license, we offer the option to hang your license with our brokerage to keep it active. Only apply if you are prepared to meet this requirement.