

ARAGON

Job Position: Sales Representative | Residential Home Sales

Position Overview:

We are seeking a dynamic and customer-focused Sales Representative to join our team at Oakwoods Residences, a beautiful residential development in the heart of Esquimalt. This exciting property features 179 stunning units, 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 unparalleled access to upscale amenities, including a restaurant, lounge, event centre, spa, and hotel, Oakwoods Residences offers an extraordinary living experience.

The Sales Representative will be responsible for presenting these homes to potential buyers, building relationships with clients, and guiding them through the sales process to find their dream home at Oakwoods.

Key Responsibilities:

- Engage with potential buyers to present the unique features and benefits of Oakwoods Residences, focusing on the luxury brand amenities of Rosemead House.
- Maintain in-depth knowledge of the property, the surrounding area, and the adjacent facilities, including Janevca and Rosemead House.
- Conduct property tours to highlight available units, emphasizing proximity to premium amenities.
- Respond to inquiries from prospective buyers, providing detailed information about pricing, floor plans, and availability.
- Build strong relationships with clients and guide them through the sales process, ensuring a seamless and positive experience.
- Collaborate with the Sales Manager and marketing team to execute sales strategies and promotional events.
- Prepare and maintain accurate sales documentation, including contracts and client information.
- Stay up to date with market trends and competitor offerings in the Esquimalt and Greater Victoria areas.

Qualifications:

- Minimum of 2 years of sales experience, preferably in real estate, property development, or a related field.
- Strong interpersonal and communication skills with the ability to build rapport and trust with clients.
- Proven ability to meet or exceed sales targets in a fast-paced environment.
- Professional demeanor and a passion for real estate and luxury living.
- Ability to work flexible hours, including evenings and weekends, as needed.
- Proficiency in CRM software and sales tracking tools is an asset.

- A valid Real Estate License in British Columbia is preferred but not required.

Compensation:

\$50,000 to \$65,000 per year, plus commission

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.