

Vice President, Real Estate Sales – Award Winning Developer

Solterra Development Corp. is a leader in the development and construction of quality multi-residential communities and is currently looking to hire a Vice President, Real Estate Sales. Since its inception Solterra has built more than 17 developments with a view to significantly increase their number of projects over the coming years. Solterra has received over 50+ awards for design and industry excellence and prides themselves on providing a boutique home buying experience that is both valuable and memorable for their customers. Solterra is committed to delivering an exceptional experience and product to their customers and being a leader in the Home Building Industry.

Your new role:

As the Vice President of Real Estate Sales, you report to the Vice President of Acquisitions and Development and will oversee the sale's program for Solterra's multi-residential communities. You will be involved in the development and implementation of the sales strategies, working with the Vice President of Marketing, identifying market requirements for each community and project including, product development based on demographics. You will also be responsible for the overall management of the sales team, recruitment and training, in accordance with Solterra's sales training programs and ensure sales targets are achieved. In addition, you be involved in all related forecasting, goal setting and budgetary responsibilities. You will play a significant role in setting up sales programs across new British Columbia markets as part of the company's future expansion plans.

What you'll need to succeed:

Qualifications:

As the successful Vice President of Real Estate Sales, you will have a university Degree; MBA would be considered an asset. You will have past experiences selling multi-residential homes; coupled with 5 years' experience in a sales management role, ideally with a multi-family home-builder. In addition, the successful candidate will be experienced in marketing real estate projects and multi-family product design. Sales management in other Canadian markets would be an asset.

Skills, Effort and Attributes:

- Expert knowledge within the real estate resort industry
- Ability to lead, motivate and develop teams of individuals.
- Excellent interpersonal and communication skills
- Superior customer service and active listening skills
- High degree of professionalism
- Proven track record in sales negotiation
- Good business acumen, problem solving and decision making skills
- Good project management and planning skills
- Self-starter who is entrepreneurial in nature
- Ability to work well under pressure
- Team oriented
- Winning attitude

If this position excites you and you can see how you can add value to the organization, do not hesitate to apply. We thank all applicants but only those selected for interviews will be contacted. Please forward cover letter and resume to: LindaO@Niradia.com