

# REAL ESTATE Inside Sales Agent

**Full-Time contract**  
**± 40-50 hrs/week**

Mon-Fri 9am – 5pm  
Saturday 9am – 3pm

Location: **Abbotsford, BC**

## **Looking to join our successful team? Are you ready to dive into the fast-paced, exciting world of development real estate?**

Come grow your career with Varing Marketing Group.

We are a unique real estate team specializing in selling development and investment land in the Fraser Valley. By combining experience, a wealth of industry resources, and an unmatched passion for real estate, our team helps land owners get the most for their properties!

We are a company of strong values, focused vision, and have a goal to be our best every day. We believe success comes from great people within our organization that are knowledgeable, inspired and love what they do; people who not only attain their personal and our collective goals, but live and work to their full potential.

### **THE ROLE**

The Inside Sales Agent position's overall mission is to significantly proliferate the quality and strength of VMG's relationship with current and prospective clients, primarily sellers/buyers of development land.

As an Inside Sales Agent you will be supporting the VP of Sales with the market intelligence needed to find the finest land opportunities available. You will also assist in refining and evolving the company's overall sales/marketing strategy and procedures. In this role, you'll map potential land assemblies, call prospective clients, generate leads and perform market analysis.

The perfect candidate is committed to learning and growing through mentoring and self-development, is driven by consistent passion for Real Estate and has a positive, CAN DO attitude.

## THE ROLE

### SALES AND CLIENT MANAGEMENT

- Develop and nurture leads by following VMG's lead management system and collaborating with the Marketing Department.
- Emphasis on fostering all prospective and current relationships to successfully achieve client retention goals and sales targets.
- Ensure that the CRM is kept up-to-date with relevant information and daily updates on leads.
- Provide thorough and accurate monthly activity reports to clients with detailed marketing activities, on a monthly basis.
- Collaborate with the Marketing team to develop an efficient touch point system to manage
- Effectively manage, monitor, and strengthen the internal sales process and VMG's listing marketing initiatives.
- Maintain communication with key contacts including city planners, environmentalists and engineers for all prospective and active listings.

### RESEARCH

- Research active land development opportunities in the marketplace and provide recommendations.
- Conduct market research and provide daily updates on any pertinent news in the industry.
- Conduct land valuations and send to VP of sales.
- Search tax reports, title searches, active listings, comparable sales and other key factors that will affect the development of the site and provide an executive summary to the VP of Sales.
- Actively engage in prospecting initiatives such as weekly targeted calls, emails, direct mail, notecards and field days.
- Conduct research on latest sales using commercial edge, Paragon and MLS Paragon, review NCP's for areas of interest, development applications and ownership in order to conduct an opportunity research.
- Assist the marketing team in developing VMG's marketing initiatives which includes brand management, public relations and market research.

The biggest thing that sets us apart from our competition is our people. **Are you the top person for this role?**

We take our core values very seriously and look to them for guidance.

You must be able to honestly answer all four positively before applying for this position.

Am I **relationship driven?**

Do I have **relentless ambition** to achieve the extreme?

Do I **pursue greatness** within my professional and personal life?

Do I **exceed** my and others' **expectations?**

## THE SMARTS

Other than being an extraordinary person with a thirst for learning, below are some prerequisites that a candidate should have prior to inquiring within.

- Extensive experience and knowledge of real estate sales. Land development experience is a bonus.
- A Bachelor's degree in sales is preferred, but 3 years of experience in a similar role is required.
- Proficiency with Microsoft Office (Word, Excel, Outlook), Salesforce CRM (a bonus).
- Excellent planning, time management, interpersonal skills, presentation skills and negotiation skills required.
- The perfect candidate will have the ability to identify job performance measures, set and attain quarterly goals, troubleshoot and recommend changes for betterment of the team and services offered the client.
- Must have Real Estate License or be in the process of acquiring one.

## THE PERFECT FIT

- Commitment to setting, achieving and exceeding individual and team goals.
- Ability to work effectively within a variety of situations, readily adapting to change and growth.
- Capacity to exchange clear verbal and written information, ideas and feedback with individuals or groups to enhance and ensure mutual understanding.
- Ability to work effectively with others (e.g., team members, lawyers and clients, etc.) to achieve mutual goals.
- You are able to foresee challenges and provide solutions.
- You have a positive, CAN DO roll up your sleeves attitude and are willing to perform other duties as required.
- You are recognized for your ability to connect with customers and build strong relationships. You are genuinely interested in the business and take pride in your work. You are a go getter and possess a great attitude towards clients and colleagues. You are a fast learner and hungry for personal and professional growth!

**“ Success in business requires training and discipline and hard work. But if you're not frightened by these things, the opportunities are just as great today as they ever were. ”**

- David Rockefeller

## THE DETAILS

### Full-time contract

**40-50 hrs/week — Mon-Fri 9am - 5pm / Saturday 9am - 3pm**

#### COMPENSATION AND INCENTIVES

- We offer competitive compensation, please ask for details.
- Some of the incentives we offer are: comprehensive benefits package, weekly team support meetings, team building activities, weekly lunches, excellent training programs.
- Please note: All fees and expenses are paid by the employer; Eg: desk fee, office fee, all licensing and marketing costs.

#### **You like what you see? Are you ready to join a winning team?**

If you are excited to join our team, please submit your resume and cover letter via email to our Human Resource Director - [jasneet@varinggroup.com](mailto:jasneet@varinggroup.com)

**We will be accepting resumes until:**

**May 20, 2020**

We thank all applicants for their interest, however, only those selected for an interview will be contacted.

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**Office Hours:** Monday-Friday / 9am-5pm

**+1 604.565.3478 ex 1**

**[jasneet@varinggroup.com](mailto:jasneet@varinggroup.com)**

**[www.varinggroup.com](http://www.varinggroup.com)**