

Position: Project Sales Director

Reports to: Senior Vice President, rennie Developer Services

Job Type: Full-time

About the rennie Group

For the past four decades, rennie has grown into one of the most influential and sought after full service real estate marketing and sales brokerage companies in Canada. Since its inception, the company has redefined the business of real estate, offering the most comprehensive and specialized sales, marketing, data and technology services in the industry for developments and for brokerage sales. As well, rennie museum curates and exhibits one of the largest contemporary art collections in Canada.

About the rennie Culture

The company's achievements are the result of its ongoing commitment to nurturing strong relationships, providing extraordinary service, and producing exceptional results. Rennie is most passionate about having the opportunity to connect people to communities and places they can call home. Our most valuable asset as an organization are the people invested in our culture, training, and success.

Rennie is headquartered in Vancouver's Chinatown district in the historic renovated Wing Sang building, originally built in 1889. The spectacular office includes the in-house museum, a rooftop garden with stunning views of the city and unique collaborative workspaces.

About the Opportunity

Taking the lead from the Senior Vice President of Developer Services, the Project Sales Director works directly with the Director of Sales and the Project Manager and is responsible for site sales planning and execution to ensure the overall success of the project.

Duties:

- Manage 5 to 8 active developments in any given year and associated launches
- Undertake necessary market and product analysis to support client and/or project requirements including but not limited to: Competitive Market Analysis, market pricing, product analysis and project pricing.
- Leverage and build upon the intelligence and market data cultivated by rennie in order to provide thoughtful market analysis on projects, markets and trends
- Responsible for development of sales strategy and plan with input and direction from senior leadership and in collaboration with the marketing plan
- Works with Director of Sales to:
 - staff the project based upon an established sales strategy

- implement new systems within the site
 - work on reporting and follow up programs
- Play an active and visible on the sales floor managing sales teams and campaigns
- Conduct site sales training and product training consistent with rennie standards
- Responsible for reviewing, collecting input on and communicating requirements related to project disclosure, and purchase and sale agreements
- Acts as rennie and Client ambassador for outside Realtor outreach and engagement
- Report to the Project Director for oversight, execution and implementation of sales planning, launch and roll out
- Works in collaboration with the Project Manager on coordinating sales team's communication efforts

Desired Skills/Experience:

- Licensed under the Real Estate Services Act of BC
- 10+ year experience in real estate, pre-sale experience a significant asset
- Site Lead or other management experience
- Expert knowledge of local real estate market
- Strong research and analytical skills
- Collaborative team player; ability to work effectively with peers, senior leaders and key stakeholders to strategize, plan, coordinate sales solutions
- Exceptional communication and presentation skills, maintains composure and action oriented attitude at all times
- Strong computer skills in Word and Excel

Compensation and Benefits:

- Competitive salary based on experience
- Extended healthcare benefits
- Eligibility for participation in our extensive bonus program based on performance
- Participation in our annual retreat, attend our monthly lunch and learns with leading industry experts, social events, and much more!

If this looks like the position for you, please email your cover letter and resume to careers@rennie.com. We thank all candidates for their interest, however, only select individuals will be contacted.

For more information, please visit: <https://rennie.com/about>