

Bermudiana Beach Resort
Tapestry Collection by Hilton
Real Estate Sales Director Vacancy

I. Job brief

- We are looking for a high-performing Real Estate Sales Director to drive our branded vacation home property sales targets.
- The successful candidate will be a likeable, hands on sales person who loves Bermuda with a passion and interacts brilliantly with prospective vacation home buyers by phone, video phone, email and in person during inspection visits and viewings.
- While not a traditional 9 to 5 job, the successful candidate will still work on a rota that includes working at weekends and on some public holidays.

II. Sales Director responsibilities include:

- Achieving sales targets by nurturing prospects from initial enquiry through to closing and supporting a network of co-broking and referral agents.
- Communicating with clients via email, telephone, and in person.
- Discovering client preferences and identifying suitable vacation condominiums for them based on their needs.
- Arranging inspection and viewing visits for prospects and familiarization visits for agents and hosting these groups while they are in Bermuda.
- Liaising with buyers after sale to maintain positivity and help process documentation.
- Presenting realistic sales forecasts and accurate sales reports to the development team.

III. Requirements

- A charismatic and energetic communicator with proven ability in English and Math.
- Meticulously organized administratively and a skilled and willing user of sophisticated Sales CRMs like HubSpot or Sales Force (we use Hubspot).
- Successful previous experience as a real estate sales person or high ticket (10s of \$000s) consumer sales person, consistently meeting or exceeding targets. Some sales management experience would be preferred, but is not essential.
- Demonstrated ability to communicate, present and influence credibly and effectively with all prospect types and nationalities, with our development team and with Bermuda government agencies.
- Real estate sector expertise preferred, particularly as it relates to Bermuda, the East Coast US / Canada

Please reply to: hrrrecruits@bhc.bm Closing date July 16th, 2021