



Real Estate Sales Director

The Bermudiana Development Company Limited has an immediate opportunity for a Real Estate Sales Director at the Bermudiana Beach Resort. We are looking for a high-performing Sales Director to achieve branded vacation home property sales targets. The successful candidate will be a pleasant, hands-on salesperson who loves Bermuda with a passion and interacts effectively with prospective vacation home buyers by phone, video conference, email and in person during inspection visits and viewings.

Primary responsibilities will include:

- Reporting to the General Manager of Bermudiana Development Company Limited and working with the Part time sales Administrator to achieve sales of condo units by nurturing prospects from initial enquiry through to closing and supporting a network of co-broking and referral agents ensure understanding of sales strategy and effective implementation of this strategy.
- Communicating with clients via email, telephone, video conferencing and in person.
- Administrative tasks including answering phones, updating CRM and SEO databases, liaison with lawyers, real estate agents.
- 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.

Prerequisites:

- Successful previous experience as a real estate salesperson or high-end luxury) consumer salesperson, consistently meeting or exceeding targets. Some sales management experience would be preferred but is not essential.
- Meticulously organized administratively and a skilled and willing user of sophisticated Sales Software CRMs and SEOs like HubSpot or Sales Force (we use Hubspot).
- 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

EDUCATION:

- Master's degree in Business Administration, Sales and Marketing preferred, and or equivalent years of experience.

EXPERIENCE:

- 5 years' experience in the sales and marketing of property sales with specific emphasis on vacation homes or related professional area.
- Three years' minimum experience in a senior sales role.

If you are interested in this opportunity and meet the above requirements, please submit a cover letter, and resume complete with references, no later than **January 31st , 2022**, to:

Human Resource Manager
Bermuda Housing Corporation
Seven Arches Bldg. 44 Church Street,
Hamilton HM 11
E-mail: hrrecruits@bhc.bm