

## Job Description

**Job Title:** Yacht Broker

### Job Description:

We are seeking an Yacht Broker for our Yacht Brokerage firm that has previous experience working in Yacht Sales or a related industry, but must possess expertise and understanding of the Yacht industry and boats in general. This is 100% commission independent contractor position, with the potential to earn a six-figure salary.

We are looking for someone who is an energetic self-starter who is looking to grow with our business and be a key member of our team in one of our open territories. This individual must be able to work with and manage Yacht Agents in their territory, for which they will earn commission from Agent sales.

Though we expect a Yacht Broker to cold call and generate leads, our business invests heavily in online marketing and will provide you tools and resources to help you in generating sales.

### Company Description:

United City Yachts is one of the largest brokerage firms which includes both buying and selling of pre-owned Yachts in Canada. We are in growth mode and are expanding our reach across Canada. We have accomplished our position in the industry by promoting a yachting lifestyle to our buyers and sellers, through innovative marketing, and excellent client care. Our business owners are self-made entrepreneurs who are interested in hiring individuals who are looking to be part of a growing team.

### Location:

We have locations across Canada. See current requirements

### Classification:

Independent Contract Sales Role

### Reporting:

Reports to one of the Owners

### Overall Responsibilities

- Responsible for generating and managing client listings in their territory.
- Responsible for input and management of required sales information into our Customer Relationship Management system.
- Responsible for managing the entire sales process for those listings that turn into a sale.
- Responsible for managing Yacht Sales Agents in their territory.

- Responsible for ongoing and after sales client care.
- Participation in sales meetings and sales reporting on a weekly basis.

## **Duties**

### **Obtain Listings**

- Will be required to cold call and network to build new listings in the territory.
- Responsible for managing client expectations and helping in setting the price.
- Required to complete listing agreements.
- Responsible for collecting the vessel details, so boat ad content can be created by our marketing staff.
- Required to communicate and answer questions for all listing leads.

### **For Sell Listings**

- Co-ordinate with our marketing staff to make sure the boat is listed on all our websites and YachtWorld.com.
- Responsible for the showing of boats.
- Required to manage the client's expectations and work with them on price adjustments.
- Specialize in answering "specific" buyer leads.
- Required to handle all boat offers and purchasing process along with making sure all sales documents are completed.
- Responsible for managing the entire sales process including haul outs, surveys and sea tests.
- Responsible for the closing of the sale and the handling of funds and escrow.
- Responsible for making sure all the closing documents are completed on the sale.

### **Management of Yacht Sales Agents**

- Required to manage and help Yacht Sales Agents with purchasing process.

### **Client Care and Administration**

- Required to manage ongoing client care.
- Responsible for monthly reporting and attendance at sales meetings.
- Responsible for participation in events.
- Responsible for sending update newsletters to clients on performance data.
- Responsible for after sales client care.

## **Education and Experience Requirements**

- College or University degree an asset
- Experience working in Yacht sales or related industry with expertise with boats

- Minimum of 5 years' sales experience
- Previous sales management experience an asset
- Experience working with a CRM system in a service driven business
- Proficiency and experience with computers and mobile devices and working with software applications
- Working knowledge and experience with Microsoft Office or Google G-Suite

## **Skills & Knowledge Requirements**

- Exceptional Customer Service Skills as this is a service driven business
- Internet search literacy and technically savvy
- Excellent interpersonal and communication skills (both verbal and written)
- Positive attitude and team player
- Attention to detail
- Expertise in boating required

## **Working Conditions & Physical Requirements**

- Must possess a valid driver's licence.
- Required to show boats.

## **Compensation & Remuneration**

- Commission on all sales that are generated by sales rep
- Commission on all sales provided by listing specialist (qualified leads)
- Commission on all agent sales that you manage

Please email us a Statement of Qualifications (2 page max) outlining how your experience meets the position criteria along with a copy of your resume. Email [andre@torontoyachtsales.com](mailto:andre@torontoyachtsales.com) and [adrian@kingstonyachtsales.com](mailto:adrian@kingstonyachtsales.com)