

Position Profile | Hallō Nelson Sales Advisor

Location: Flexible, preference for candidates familiar with Nelson, BC

Project Website: <https://www.hallonelson.com/>

About Ace Project Marketing Group

At Ace Project Marketing Group, we are driven by the belief that real estate truly matters. Our passion lies in creating meaningful relationships with our team, buyers, investors, and developer partners. As the fastest-growing real estate sales and marketing company in Western Canada, we are proud to be recognized for our commitment to people and the communities we serve.

Position Overview

We are looking for a dedicated Hallō Nelson Sales Advisor to be deeply committed to achieving project sales targets and passionate about the outdoors and active living, particularly in the town of Nelson. The ideal candidate is driven, professional, and dedicated to providing top-tier service while following through on every responsibility.

Key Responsibilities

1. Sales Target Achievement

- Committed to meet or exceed sales targets for this phase and subsequent phases of the Hallō project.

2. Strategic Client Engagement

- Proactively contact, follow up with and leverage key learnings to nurture qualified buyers through to selecting their perfect home and purchasing it.
- Passionate about understanding the needs of potential buyers and connecting them with the perfect home.

3. CRM & Pipeline Management

- Utilize our CRM system to track all communications, client learnings, and maintain detailed records to ensure smooth follow-ups and effective reporting
- Efficiently moves leads through the sales funnel, consistently reporting results and key learnings to the management team.

4. Continuous Improvement

- Stay informed on industry trends and best practices, regularly refining the sales strategy to stay competitive

5. Collaboration & Integration with Marketing & Management

- Work closely with team members to ensure the sales process aligns with and supports marketing initiatives.
- Develop joint sales and marketing efforts to maximize client engagement, referrals and new lead generation

Preferred Qualifications

A Results-Driven Professional: You are committed to hitting and exceeding your sales goals. No excuses—just action and results.

Effective Communicator: You are a skilled communicator who can build rapport and trust with clients, presenting complex ideas simply and persuasively.

Proactive & Detail-Oriented: You take initiative, follow up consistently, and pay attention to the finer details of client interactions.

Outdoor Enthusiast: Our buyers are passionate about an active, outdoor lifestyle, and so are you. Whether it's golf, hiking, biking, skiing, or other mountain activities, you live and breathe the outdoor lifestyle.

Nelson Familiarity: Ideally, you have knowledge and love for Nelson, BC. You understand why someone would want to live in this community, and can authentically convey that passion to buyers.

Luxury Real Estate Experience: You have strong sales experience, particularly in high-quality, remarkable luxury real estate offerings, centered in natural and serene settings.

Luxury Hospitality Experience: You have experience, with the leading hospitality providers in the world including the top boutique hoteliers (Aman, Six Senses, Belmond), luxury adventure travel (Abercrombie & Kent, Backroads, Butterfield & Robinson, Lindblad), food & fine wine, fashion, and you are exceptionally well traveled.

Proficiency in CRM tools and sales management software.

Excellent communication and presentation skills, both with internal teams and clients..

A Licenced Realtor or having been a Licenced Realtor in the past

What We Offer

The opportunity to be part of a dynamic and growing team at [Ace Project Marketing Group](#)

A collaborative and supportive work environment.

Competitive compensation and benefits package.

Professional growth opportunities within a fast-paced, innovative company.

Visit our [careers page](#) to submit your resume and cover letter.

