

Experienced Project Sales Advisor, Penticton, BC

Location:	Penticton, BC
Timeline:	Priority position - Looking to fill ASAP
Requirements:	Licensed BC Realtor
Compensation:	Monthly draws against commissions

Position Overview

Experienced and Licenced Project Sales Advisor who is excited to be part of a team, inspired to connect with potential buyers, committed to providing top-tier service and deeply committed to achieving project sales targets.

We have an immediate need for this Team Member to kickstart sales activities as we commence pre-launch activities in the Fall of 2024 and launch in Spring 2025 with two amazing condo resort communities coming to market.

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. We look forward to welcoming team members who will embody our values and contribute to our ongoing success.

Key Responsibilities

1. Sales Target Achievement

- Committed to meet or exceed customer contact rates and nurturing relationships during pre-launch and sales targets when Disclosure Statements are filed and projects are "Now Selling".

2. Strategic Client Engagement

- Proactively contact, follow up with and leverage key learnings to nurture qualified buyers through to selecting their perfect unit(s), contract writing/signing and collection of deposits to finalize sales.
- Assist purchaser(s) with post contract matters such as Amendments to the Disclosure Statement, deposit follow ups, and purchaser(s) questions
- Actively promote the Project(s) and connect with prospective purchaser(s), referrals and leads, investors and cooperating agents;
- When applicable, work on-site at the Discovery/Presentation Centre to provide in person tours to prospective purchaser(s);

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.
- Utilize all relevant software platforms beyond the CRM to manage workflow and sales results. (Eg. GoogleMeets, Slack...)
- Manage and organize assigned leads in the database;
 - Minimum of 50 calls per day based on hours worked and average length of calls
 - Flexible working and calling times to optimize answer rates of assigned clients and timezones they reside in

4. Continuous Improvement

- Stay informed on industry trends and best practices, regularly refining the sales strategy to stay competitive
- Actively engage with all sales meetings and progress reporting during the pre-sales campaign;
- Participate in sales training and being knowledgeable on all aspects of the offering of the Project(s) which include, but are not limited to product features, benefits, pricing, local and comparative projects/ markets and trends to achieve established sales targets;

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
- Acknowledges they will be acting as a representative to the Developer and will not represent or provide an Agency relationship to any purchaser(s) for the Project.
- The Sales Advisor will fulfill the duties as set out in the Real Estate Development Marketing Act (REDMA) and abide by all the rules and regulations set forth by the BC Financial Services Authority (BCFSA), particularly with reference to No Agency Obligations.

Preferred Qualifications

A Licenced BC Realtor

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.

Proficiency in CRM tools and sales management software.

What We Offer

The opportunity to be part of a dynamic and growing team.

A collaborative and supportive work environment.

Competitive compensation

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