



SALES & MARKETING MANAGER

At Pearl and Pine Retirement Residence we take pride in our team of outstanding, customer-focused staff. If you have what it takes to promote our business and create lasting relationships, read on.

Reporting to the Executive Director, you would be responsible for developing and executing property specific marketing, community outreach and sales programs to achieve occupancy targets in accordance with budget and Company guidelines.

Performance Requirements:

- Engage in presentations and sales meetings with potential prospects to encourage up-take
- Communicate with appropriate personnel to ensure community common areas and units are clean and welcoming for sales prospects
- Negotiate care services in conjunction with Director of Care
- Process the appropriate deposits and Lease Agreements
- Continuously follow the principles of "good customer service" and ensure that these values are demonstrated in day to day practices
- Demonstrate the ability to effectively interact and co-operate with management colleagues, all staff and residents as well as external public officials, media officials and suppliers

Knowledge & Skills Requirements:

- Post-secondary education in marketing and/or business along with previous sales experience, preferably in the retirement or real estate industry, or an equivalent combination of education and experience
- A dynamic and proven self-starter with recent experience in executing marketing plans, corporate & community communications, business development and public speaking.
- Strong English communication skills, both oral and written.

We offer a comprehensive salary, benefit and bonus package, a vibrant, engaging and beautiful workplace and much more! If you want to be part of our VIBE, apply today!

We thank all candidates in advance for their interest in this position. Please be advised that due to the large volume of candidates only those required for an interview will be contacted.

In accordance with the Accessibility for Ontarians with Disabilities Act, 2005, reasonable accommodation for applicants with a disability is available, upon request, for the interview process and for other candidate selection methods.

The successful candidate must provide a current, satisfactory criminal record check with vulnerable sector screen and a TB test.

