

## **Sales Consultant (Estate Agency)**

### **Manchester**

#### **Hours: Full-time, permanent role**

#### **Please note: This role is office-based and daily travel into work is required**

Yieldit is a fast-growing estate agency which specialises in the marketing and sales of buy-to-let investment property. Proud to be different in a demanding sector our unique approach really understands what our clients want when selling a tenanted property. Having a pioneering, yet tried and tested method of sale we understand the complexities of marketing, selling and conveying tenanted property.

We specialise in getting the best possible price for our vendors whilst going through the legal process without them experiencing any loss of income.

For our buyers we offer the best yielding investments, many with good capital growth characteristics and offer seamless service where they can collect healthy income on day one of ownership.

Due to continued expansion, we are looking for a sales consultant join our busy team. We require the best candidates, different to a high street estate agent. This isn't a customer service role, although good customer service is a must, this is a sales role! You will be the best at forming excellent relationships with your allocated vendors after a property has been instructed for sale. Attention to detail is all important in understanding what our vendors want and expect, this relationship is the backbone right through to a property sale being agreed and onto completion.

We will train you to be the 'best' in sales, identifying and qualifying potential buyers to be able to match them to your vendors properties. Highlighting the investment selling points, showing the property, and getting offers to present to your vendors. Over time relationships with your buyers should be so good, repeat business will be guaranteed.

Negotiating is an art form, this is where opportunities can be won and lost, our team are the best and strong negotiating skills are a must, training will be given improving or enhancing these skills. A current full UK driving licence is also necessary.

So, if you're an estate agent that takes a Rightmove enquiry, arranges a viewing and then presents an asking price offer as way of a sale, you need not apply for this job!

However, if you are an agent who wants to join a fast-paced sales and negotiating team, with a fun but professional atmosphere, a 'property is a business attitude' and the willingness to learn new skills, then this could be the opportunity for you.

- We offer an above industry salary package, linked with results but beyond the norm.
- We offer a modern workspace, with like-minded colleagues and a fun environment.
- Employment benefits including private medical insurance and half price gym membership (after 1 year service)
- Opportunity to join a young company with the possibility of strong career progression.

Expected start date: Immediately.

Job Type: Full-time

Permanent Salary: £18,000.00-£50,000.00 per year

Please submit your CV and cover letter to [careers@yieldit.com](mailto:careers@yieldit.com) to apply