

Sales Negotiator

Do you have a passion for property and excellent customer service skills? We are looking for a dynamic and self-motivated individual to join our Residential Sales team to contribute to our future growth. Whether you want to start a property career or already have some experience, we want to hear from you!

Our vision is to be the best estate agency services business, and we will do this through our customers, our employees and by being part of our community. We strive to make the good great.

- We are the local Estate Agency experts, based in North Down since 2006, with experienced and knowledgeable staff.
- We provide a highly personal and professional service, offering our customers the best possible advice and experience at all times.
- We provide an excellent working experience within an environment that respects everyone and enables them to thrive and be recognised and rewarded.
- We are highly rated by our clients - 4.8/5 on Google Reviews.

Key Responsibilities:

Our sales team are enthusiastic individuals committed to customer service, professionalism and building relationships with buyers to maximise sales and revenue opportunities in line with agreed targets. We utilise various computer software systems and other technology in our day-to-day business and recommend applicants who possess or are willing to develop good IT skills.

Employee Benefits:

- Excellent salary package (dependent on experience) with additional earning opportunities from cross-selling and referrals between departments
- 28 days annual leave increasing with length of service
- Generous time off over the Christmas period
- Refer a friend recruitment scheme of up to £1,000
- Mileage allowance
- Discounted rate when selling your own or a family member's property
- Salary sacrifice Cycle to Work
- £250pa personal development allowance to spend on training bespoke to you
- Access to Propertymark training
- Potential for career progression

Person Specification:

- Ideally two years of experience gained within the residential estate agency sector
- A solid understanding of all current legislation relating to the role

- A can-do attitude to winning new business
- Excellent communication skills
- An impeccable presentation and an enthusiastic approach to work
- Attention to detail
- People first attitude and ability to work in a fast-paced, empowering culture
- Excellent verbal and written communication skills
- Proficiency with various computer software
- Problem-solving skills
- Full UK driving licence

Responsibilities:

- Competently booking and undertaking viewings
- Providing vendor feedback daily
- Competently booking valuations
- Negotiate offers between buyer and seller
- Maintaining and managing personal and office diaries
- Hourly management of email inboxes
- Assist the team in driving sales and generating new business
- Identifying and maximising cross-selling opportunities
- Provide the best advice and service to the customer at all times
- Focused on personal, team and business targets

This position is an excellent opportunity to join a motivated, fun and energetic team of people who share an enthusiasm and desire to offer the highest standard of customer service, exceeding all expectations in the process.

Flexibility and commitment will be expected due to the nature of our work.

How To Apply:

Please email your CV and cover letter to victoria.pinkerton@pinkertonsni.com

ALL APPLICATIONS WILL BE TREATED IN THE STRICTEST OF CONFIDENCE, WITH INTERVIEWS TAKING PLACE AWAY FROM OUR BRANCHES

