

Job Description

Role: Sales Manager

Location: San Francisco

Description of Role

The Sales Manager is responsible for developing and implementing The Mark Company's sales strategies. The Sales Manager leads a team of experienced professionals to accomplish project-specific sales goals. The Sales Manager will have direct oversight of the Sales teams to ensure that strategies and practices are executed accurately and in a timely manner as well as interact with prospects and buyers on an as needed basis.

Competencies

- Excellent sales expertise, including strong negotiating and closing skills.
- Exceptional relationship management abilities.
- Able to communicate clearly and as a subject matter expert with the developer client.
- Detail oriented with ability to multi-task. Organizes work activities to maximize efficiency, provide clarity and set expectations.
- Analytical and disciplined in sales forecasting and reporting.
- Works to achieve high levels of personal and team performance. Experience motivating teams and individuals through goal-setting.
- Proven leadership and team-building skills in a high-volume, fast-paced environment.
- Demonstrates confidence and maturity in handling challenging situations. Able to professionally handle escalated situations.
- Understands and effectively communicates financing terms, conditions and policies.
- Communicates effectively with managers, co-workers, developers and buyers
- Highly-collaborative and partners with co-workers to meet stated business goals.
- Committed to standards of the highest professionalism and ethical behavior. Handles confidential information with discretion.
- Ability to succeed in a dynamic environment. Responds quickly to change and adjusts activities as necessary.
- Recognizes the feelings, attitudes, concerns and capabilities of others.
- Strong relationships with the brokerage community.

Responsibilities

- Develops and executes sales strategies and incentive programs to achieve project goals.
- Utilizes eMark technology platform to manage leads and contracts. Ultimately responsible for accuracy of all data contained within eMark.
- Participates in the sales process with prospects as needed
- Follows The Mark Company's policies and guidelines. Communicates policies and guidelines to Sales Team.
- Ensures that all required contract documents are current and accurately executed.
- Pre-qualifies buyers utilizing available financing tools.
- Manages weekly sales meetings. Tracks prospect status, sales activity and weekly closings.
- Reviews progress against monthly and annual revenue goals.
- Contributes to development of pricing models and release strategies.
- Works with the Sales and Marketing teams to develop effective sales tools and messaging.
- Evaluates effectiveness and provides recommendations for Sales training programs.

- Leads and participates in onsite prospect events and offsite broker outreach activities.
- Thinks strategically. Provides feedback and recommendations to Management.

Required Skills & Experience

- Valid Real Estate Salesperson License required. Brokers License preferred.
- BA/BS degree preferred.
- Minimum 5 years of new construction sales experience with an emphasis on urban properties.
- Proven sales record, with experience managing high-performing teams.
- Proficient with Microsoft Word, Excel and Outlook. General understanding of CRM and Lead Generation Software programs.
- Ability to work long and non-conventional hours to achieve sales goals.

About The Mark Company

The Mark Company is one of the nation's premier urban residential marketing and sales firms. Founded by Alan Mark in 1997, The Mark Company provides a full range of core consulting services including analytics, design, marketing and sales for urban high-rises and suburban attached properties throughout the Western United States. The firm is a trusted partner to global leaders in residential development and finance, providing buyer-driven sales and marketing strategies that produce industry-leading results. The Mark Company has represented more than 10,000 residences and generated over \$5 billion in sales for some of the nation's most notable and successful developments including The Infinity in San Francisco, Evo in Los Angeles and The Martin in Las Vegas. Current projects include 181 Fremont Residences and The Harrison in San Francisco and Cavalleri in Malibu. A subsidiary of Pacific Union International, one of the San Francisco Bay Area's top-performing resale brokerages, The Mark Company benefits from an enriched leadership team, enhanced technology and added global reach through its affiliation with Christie's International. For more information, please visit www.themarkcompany.com.