



Property Sales Consultant Required!

Manchester

Hours: Mon to Fri, 9.30am – 6.00pm

Sales Consultant/ Target Driven Sales/ Competitive Basic + Uncapped Commission/ Established Client Database/Ambitious & Dynamic Team/Property Experience Not Essential

Are you an experienced sales professional looking to define your career path and join an industry leading property sales team?

Due to continued and consistent business growth, we are looking for a confident, charismatic and target focused individual to join our successful Manchester based team to further drive sales.

Although we specialize in selling property for investment purposes, Property sector experience is not essential (We have an inhouse dedicated team to teach you what you need to know) However a proven sales results record, and a proactive mentality is. We are keen to speak to motivated and confident communicators who can build and develop client relationships to ensure long term and repeat business.

As a consultant, we will teach you to become an expert in the properties that we represent and develop. As most of our opportunities are 'off plan', you will need to paint the picture of what a client should expect with the finished product and the property development cycle.

Knight Knox's market leading reputation and track record will support this, showing new investors how clients over the last 15 years have benefited from our service. You will be given access to thousands of opted in clients within our database, in addition to benefiting from external marketing activities and sales leads from our dedicated in house team – The rest is up to you, to convert to sales!

As with all sales positions this will be a target and results focused role, we are looking for somebody who is ready for the challenge.

Requirements:

- A proven sales background within a target focused environment
- A consultative approach
- Target and results focused mindset
- A charismatic and determined Mentality
- Confident communication skills – Ability to open calls, chase leads, build rapport and close sales (both over the phone and face to face)
- Comfortable managing relationships with high net worth individuals and an international client base
- An interest in Property and a desire to pursue a career within a sales capacity in our industry
- Problem solving abilities and the opportunity to overcome objections – not everybody wants to buy first time round, we need you to proactively track leads and pipeline future sales
- Full clean driving license – Site visits and meetings required
- Although this is an independent sales role, we are looking for a sociable team player to fit in with our established sales team and the wider business

**What is in it for you?**

- Basic salary plus an uncapped, generous, and achievable commission structure – we want you to succeed and enjoy your hard work in monetary terms.
- Industry leading training and dedicated support to reach your full potential – Our consultants are experts in their field and are ready to share their knowledge
- Be part of a friendly and sociable team that benefits from multiple social events throughout the year.
- Comprehensive private medical care including discounted gym membership, free cinema tickets, free Starbucks and free eye tests.
- Company pension scheme.
- Knight Knox recognize and celebrate outstanding performance as a team and for individuals (Bonus's etc)
- We have been accredited Investors in People Silver and are committed to continue to build an excellent environment for the driving force behind our business (our people)

This will be an office-based role – we comply with all current social distancing.

If you match the profile above and you are keen to know more about this opportunity, we welcome a confidential conversation with you. Please submit your CV and cover letter outlining why you would be ideal for this role to careers@knightknox.com.

The next stages?

- Telephone conversation to learn more about you and to discuss the role in more detail.
- Sales pitch/ role play – The majority of business we do is over the phone, it is imperative that first pitch with clients leaves the right impression. We will provide you with the information beforehand.
- Finally, a face to face meeting with our directors.