



Job Posting

Position: Sales & Marketing Manager
Location: Kingsway Place - Aurora, Ontario

Greenhouse Recruitment Services is assisting Fieldgate Living with the search for a new Sales & Marketing Manager for their Kingsway Place Retirement Residence in Aurora, Ontario.

This is an exceptional opportunity for an enterprising, self-directed sales professional who brings demonstrated experience in sales, a drive for results, and who genuinely enjoys interacting with seniors and their family members.

This particular position offers the unique opportunity to be part of the lease up of the new addition at Kingsway Place. 70 new units will be added to the existing 52 units, for a full complement of 122 units.

The responsibilities of this position include but are not limited to:

- Assist seniors and adult children in the process of making informed decisions when choosing a retirement residence
- Manage telephone inquiries and convert to tour bookings
- Conduct tours, follow up on leads, manage deposits on new suites
- Track sales activity in our new CRM database and keep records up to date for effective follow-up activities

The ideal candidates will possess:

- Proven success with meeting or exceeding measurable targets with retirement living sales
- Ability to develop rapport with prospects, family members and community referral sources
- Strong communication skills and keen interest in helping seniors
- Flexible hours (evenings, weekends) may sometimes be required

To apply for this position please e-mail your resume to careers@greenhousemarketing.ca

March 2019