



# Job Posting

**Position:** Sales Manager

**Location:** McCowan Retirement Residence, Scarborough

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Greenwood Retirement Communities has enlisted Greenhouse Recruitment to assist them in the recruitment of a new Sales Manager for McCowan Retirement Residence in Scarborough.

This dynamic position reports to the Executive Director and is responsible for the sales and marketing function for the residence.

**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 the 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 Sylvia Watts  
[careers@greenhouserecruitment.ca](mailto:careers@greenhouserecruitment.ca)