



Sales Executive

Company: Sure Home Stays

Overview:

We are seeking an enthusiastic and results-driven individual to join our team as a Full-Time Sales Executive for our short-term rental properties. As the Sales Executive, you will be a key player in driving revenue growth and expanding our property management customer base across The United States. This position will require approximately (flexible) hours per week and will report directly to executive staff.

Responsibilities:

Sales Outreach and Prospecting:

- Proactively reach out to potential clients who may be interested in our short-term rental properties.
- Use various methods, including phone calls and emails, to introduce our offerings and explain the benefits of choosing our properties.

Client Relationship Management:

- Build and maintain strong relationships with clients, addressing their inquiries and providing tailored information to match their needs.
- Keep detailed records of client interactions and preferences to enhance the customer experience.

Property Knowledge and Presentation:

- Develop a deep understanding of our short-term rental properties, their features, and unique selling points.
- Effectively communicate property details and advantages to potential clients in a compelling manner.

Sales Goals Achievement:

- Collaborate with the sales team to set and achieve sales targets and goals.
- Continuously work towards exceeding sales quotas and contributing to overall revenue growth.

Market Research and Analysis:

- Stay informed about industry trends, competitor offerings, and market demand for short-term rental properties.
- Provide insights and recommendations to improve our sales strategies based on market intelligence.

Requirements:

- Previous experience in sales or customer service roles is preferred.
 - Experience in the short-term rental/vacation rental industry is an asset.
- Excellent interpersonal and communication skills to effectively engage with potential clients.
- Strong self-motivation and ability to work independently to achieve sales goals.
- A positive and persuasive demeanor, with the ability to influence customer decisions.
- Proficiency in using digital communication tools and sales software.
- Flexible schedule, with availability to work on weekends and during peak booking seasons.
- Must be willing and able to travel to The United States.

Job Type: Full-time, Part-time

Compensation: Entirely commission based position with uncapped commission structure.

Estimated income range: \$50,000.00 - \$270,000.00 per year

Benefits:

- Industry leading uncapped commission-based compensation, with potential for attractive earnings based on performance.
- Opportunity to work with a reputable vacation company and develop valuable sales skills.
- Part-time schedule that offers flexibility and the chance to balance work with other commitments.
- Join a collaborative team that values your contributions and provides a supportive environment.

If you are a driven, customer-focused individual with a passion for results and the vacation rental industry, we encourage you to apply for this exciting opportunity.

Please forward all resumes and replies to info@r2capital.ca