



## **SALES & RESIDENCY ADVISOR- PART TIME**

Legacy Senior Living is a premium independent living seniors' residence located in the heart of Vancouver's Oakridge community. This west-coast boutique residence features 91 suites, and offers premium services, amenities and the ideal lifestyle for active, independent senior adults seeking the best in retirement living. So think of us as a 5 star residential hotel where guests actually live and not just visit.

We are passionately committed to providing exceptional resort-style services every day. To do this we need to inspire and support a great team. As part of our team, you will the tone for a vibrant community and set the standard for Vancouver.

This position is unique to our industry. Your job is to find solutions to older senior's issues such as home management, chronic health, isolation and loneliness, mobility, and fears. You must develop a sincere relationship with each individual to learn about them, discover their lifestyle concerns and obstacles to making a move. This path will lead you to find solutions that will improve their independence, wellness and peace of mind by living with us. This takes patience and requires a structured, approach and thoughtful relationship and closing skills. Your goal is to build and maintain full census. In addition to relationship selling, you will also be our community ambassador and bond with our neighbourhood by participating in local events and inviting groups to experience our lifestyle. You will report to the General Manager, work with the Marketing Manager and a team that includes our Concierge, Resident Program Manager and Maitre'd to develop community events that provide showcase the Legacy experience. This position offers a competitive salary and bonus structure.

### **Requirements:**

- Genuine respect and passion for helping seniors find solutions to problematic lifestyle issues
- Results driven - Successful experience in relationship selling and formal training in sales
- Organized, disciplined and can work in a fast paced team setting
- Warm, approachable and exhibits enthusiasm for the legacy experience to prospects and families
- Excellent computer skills (Excel, Word, Publisher and CMS software)
- Excellent written and verbal communication and presentation skills
- Works effectively in a team environment
- Mandarin, Cantonese language skills are an asset

Excellent salary & benefits, day-time working hours with flexibility and enviable working conditions. Our website [www.legacyseniorliving.com](http://www.legacyseniorliving.com) is available for your reference.

Please APPLY by sending a cover letter and resume to Sales Manager, Veronica Da Conceicao [veronica@legacyseniorliving.com](mailto:veronica@legacyseniorliving.com). Please reference "SALES/RESIDENCY ADVISOR" in the Subject Line of your email.

Position Start Date is ASAP (**NO PHONE CALLS PLEASE**)