

Job description

Yacht Broker

Full Time, Part Time, Commission Based

About us

Ocean Yacht Sales is the ever growing pleasure boat division of the TriNav Group of Companies. We are a Yacht Brokerage and dealer that specializes in getting you on the water. With offices in Halifax and St. John's, we offer Atlantic Canada everything from inflatables to luxury yachts!

Job Summary

We are seeking a motivated and experienced Yacht Broker to join our growing team. As a Yacht Broker, you will be responsible for facilitating the buying and selling of all sorts of boats (both new and used), ensuring a smooth and successful transaction for both buyers and sellers. This is an exciting opportunity to work in the pleasure boat industry and connect clients with their dream vessels.

Responsibilities

- Build and maintain relationships with clients to understand their yacht preferences and requirements
- Conduct market research to identify potential buyers or sellers
- List yachts for sale, including creating detailed descriptions and taking high-quality photographs
- Market yachts through various channels, such as online listings, social media, and industry events
- Coordinate yacht showings and sea trials for interested buyers
- Negotiate prices and terms of sale between buyers and sellers
- Prepare and review contracts, ensuring all necessary documentation is complete
- Assist clients with financing options, insurance, and other related services
- Stay up-to-date with industry trends, regulations, and market conditions
- May be required to help with some commissioning tasks from time to time.

- Attend boat shows locally and sometimes abroad

Experience

- Proven experience as a Yacht Broker or in a similar sales role
- Strong sales skills with a track record of meeting or exceeding targets
- Excellent communication skills in English (French language skills are a plus)
- Familiarity with technology sales tools such as CRM systems
- Knowledge of the yacht market, including different types of yachts, manufacturers, and pricing trends
- Ability to effectively communicate with clients through various channels, including telemarketing
- Show passion and excitement for pleasure boats and the boating lifestyle.

If you are passionate about yachts, have a strong sales background, and enjoy working in a fast-paced environment, we would love to hear from you. Join our team as a Yacht Broker and help clients navigate the exciting world of pleasure boating.

Job Types: Full-time, Part-time

Schedule:

- Monday to Friday
- Weekends as needed

Supplemental pay types:

- Commission pay

Education:

- Secondary School (preferred)

Experience:

- Retail sales: 1 year (preferred)
- sales: 1 year (preferred)

Licence/Certification:

- Driving Licence (preferred)

Ability to Commute:

- Dartmouth, NS B3B 1N3 (preferred)

Work Location: Hybrid remote in Dartmouth, NS B3B 1N3