

United Kingdom Jobs Expertini®

Trainee Sales Negotiator

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Company: The Staffing Experts

Location: Middlesbrough

Category: sales-and-related

We currently have an opportunity for a Trainee Sales Negotiator to work with a local Estate Agent based in Middlesbrough who have over 40 years of combined property experience. The client is ideally looking for someone with a sales/customer service from any other sector.

The role-The handling and registering of initial 'sales' property related enquiries via inward or outward-bound phone calls or face to face, as well as email leads coming in via our Rightmove and Zoopla accounts.

Matching of applicants to suitable properties using own knowledge of stock list / our property system

Attending viewings to meet clients either on vacant properties or where vendors have requested our assistance (Progression Property and Sell Your Property Fast)

Following up of viewings to get feedback, handling any enquiries and trying to extract then handle offers and submit to vendor.

Updating vendors on a regular basis about progress

Booking in of Market Appraisals on properties to company standards (long term after training the candidate will attend and carry out the market appraisals)

Identifying properties on the market with other Estate Agents to send our direct mailings to

Identifying and then contacting other lettings businesses to introduce our services and to arrange meetings for senior team members to attend to discuss our services with and hopefully win business instructions (SELL YOUR PROPERTY FAST)

Social Media management for all brands

Salary of £22,000

Commission Package.

* £25 for any property instructions self-created from other agents via proactive activities / direct mailings, paid on instruction (when out of any cooling off periods)

* 10% of net sales fees (a property sells and it's a flat £1,000 + VAT its £100, if it's a packaged fee which is £1750 + VAT including Free basic legal fees, basic legal fees are £500 so the net would be £1250 therefore the commission £125. This is paid on completion of the sale.

* £10 for any successful Solicitors referrals-paid on completion of the transaction

* £25 for any successful Lettings referrals – paid on move in of tenant.

SELL YOUR PROPERTY FAST NORTHEAST

* £150 for a referral to SYPF – paid on completion when it sells.

* As above for any instruction / sale created on the back of proactive approaches up to a max of 10 per Letting Agent we set up with (i.e. if the candidate creates an appointment at a letting agent which we secure a set up with then any instruction we get that then sells the candidate will get paid on, up to a maximum of 10 per letting agency. A maximum of £1500 commission per letting agency found is available). This is paid on completion of any sales.

25 DAYS HOLIDAYS & Bank Holidays

There will be use of a company pool car, so a driving licence is required.

Standard working hours are 9am to 5pm 5 days a week, Monday to Friday

Permanent

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