

Senior Sales Negotiator

We are recruiting for an experienced Sales Negotiator to join our award-winning agency in Surrey Quays. The ideal candidate will have a proven track record, work to exceptionally high standards and take pride in both their success and that of the team. This is an exciting opportunity for an ambitious individual to be part of a young and thriving company where there are excellent prospects to further their career.

Person / skills profile

- At least two years' relevant property sales experience
- Understand the importance of and deliver outstanding customer service
- Have a warm and personable approach
- Exhibit exceptional attention to detail
- Possess cognitive empathy
- Have an organised and composed nature
- Ability to use own initiative
- Show a willingness to constantly improve
- Hold a clean UK driving licence
- Ideally be a car owner (although pool car available)
- Ideally educated to at least a 2:2 degree level or equivalent.

Main duties:

- Develop an in-depth knowledge of the local area and housing stock
- Qualifying prospective buyers and understanding their requirements
- Effectively managing the applicant database
- Arranging and conducting viewings at properties
- Providing feedback and advice to clients
- Securing and negotiating offers
- Managing progression of sales
- Ensuring compliance with relevant legislation
- Booking valuations and explaining our services
- Stepping-up with the day-to-day running of the office in the manager's absence
- Work closely with the team to identify new business opportunities.

How you'll be rewarded:

- Realistic OTE of £40,000-£50,000 (uncapped)
- Competitive basic salary
- Highly rewarding commission structure (individual and team elements)
- Higher guaranteed basic for first 4 months
- 28 days' holiday allowance including bank holidays
- Additional paid time off over Christmas
- Car allowance or use of pool car
- One-to-one training
- Paid-for industry-recognised qualifications
- Workplace pension
- Huge scope for progression
- Business casual dress – no suits or ties required
- Be part of the amazing Urban Patchwork team.

A bit about us:

Our award-winning agency is firmly established with a very successful track record resulting in us being ranked 3rd for new instructions and a close 2nd for sales agreed in our core area (Surrey Quays, Rotherhithe, Canada Water and parts of Deptford) over the last nine months. We hold a 4.9 Google rating and are proud to be the only local agent to win the top "Exceptional" accolade for sales from the Best Estate Agent Guide 2021. We always act with integrity, treat all stakeholders with respect, ensure properties are marketed and managed in the right way, set out to exceed expectations at every step and are committed to setting the standard of service other agencies should aspire to.

Does this sound like the role for you? Please email us your C.V. together with a cover letter outlining your suitability for the role and why you would like to work for Urban Patchwork. Send your application to careers@urbanpatchwork.co.uk