

SALES MANAGER

Ouwens Casserly Real Estate is Australia's fastest growing independent residential property firm - our success is borne of culture, professionalism, and a genuine desire to help people reach their goals through property. Since it was established by Alex Ouwens and Nathan Casserly in 2014, OC has sold more than \$3 billion in property and now employs a team of more than 110 passionate property professionals. We have the largest network of independently owned real estate offices in South Australia.

As a result of continued growth, we are expanding the leadership team with the new role of Sales Manager, based at our Adelaide office. The role will provide support, training and coaching to develop our high performing sales team of over 20 agents. This role has the flexibility to be a stand-alone Sales Manager or a combined Sales Manager with listing and selling responsibilities.

Key responsibilities include:

- Working with Sales Consultants to drive performance and accountability
- Supporting with listing presentations
- Facilitating weekly team meetings and coaching sessions
- Facilitating sales onboarding for new team members
- Facilitating sales skillset training sessions
- Managing sales/contract queries
- Prospecting, listing and selling
- Collaborating with the Property Management team to identify, develop and maximise opportunities
- Managing the CRM ensuring all data is current
- Being a champion of OC's systems
- Representing the agency at local community functions and networking events.

Leadership experience is essential along with demonstrable sales success and a passion for developing people.

For candidates seeking a combined sales and leadership role, real estate sales experience is essential along with a Certificate 4 in Property Services and a current Real Estate Licence.

As an industry leader, Ouwens Casserly requires the successful candidate to have the ability to engage and connect with the company vision and reflect the company values of Authenticity, Optimism, Passion and Precision. In return you will be provided with a results, values and team focused culture to work in with leading industry training and career development opportunities.

Please send your application to Simone de Laine – careers@ocre.com.au by 24 February 2021.