

Real Estate Sales Manager - NSW

- Exciting senior real estate role
- Outstanding sales management experience in real estate required
- Based in NSW, Iconic brand

For over 175 years Elders has been synonymous with real estate in Australia. Elders are market leaders in real estate, farm supplies, livestock, wool and grain agency. Elders also offer tailored banking, insurance and financial planning services, focused on creating real value for all our stakeholders in both Australian and international markets.

Elders is one of Australia's leading real estate brands and companies operating through an extensive office network in all capital cities, major regional and rural centres across the country.

An excellent opportunity exists in our Northern Zone for a Real Estate Sales Manager based in NSW. Our preference is for the position to be based in our State Office at Dubbo, however this not crucial. This position will be responsible for managing, growing and executing the Elders real estate strategy within NSW. The role encompasses overseeing rural and residential transactions in rural and regional locations through our Elders branches.

Reporting to the Zone Real Estate Manager - North, Duties will include;

- Providing support toward the development and execution of the strategic plan for Real estate business across NSW.
- Developing and executing best practise.
- Provide coaching and mentoring to all sales staff.
- Identifying potential recruitment and acquisition targets within NSW.
- Performance management
- Reporting and Analysing statistics to senior management.

To be successful in this position you will preferably have;

- Tertiary qualifications in Business, Marketing or Real Estate.
- Significant sales and people management experience.
- Have a long history of working with in the real estate and/or rural agency sector.
- Excellent time management and organisation skills.
- Superior interpersonal and communications skills.
- A proactive, self-motivated, can do attitude.
- Passion for delivering a professional and exceptional customer experience
- A current NSW Real Estate or Stock and Station Agents License
- NSW Driver's license

For a confidential discussion or further information about this excellent opportunity, please contact Jason Micheltmore, Zone Real Estate Manager - North on 0417847029 and email your resume to Jason.micheltmore@elders.com.au

To apply please visit the Elders Website and follow the link; <http://www.elders.com.au/about-us/careers/current-vacancies>

Applications close **14 February 2016**