



# VIVO RESORTS

OAXACAN BEACHFRONT LIVING

Position Title:

## Sales Development Representative

Our sales have grown 350% in the past year as a result of our approach to team-based and consultative selling. This is the first step in our multi-year plan for significant growth, and the perfect time to join our talented, high-integrity team. We enhance properties that enhance lives, and we're looking for a Sales Development Representative to assist with our fast growth trajectory.

Vivo Resorts is led by former professional athlete, Cary Mullen and a team of people working to change how beachfront real estate is offered to North America.

The Sales Development Representative (SDR) is the preferred starting point for all our advanced sales positions. This role serves as the first point of contact for all inbound leads and books follow-up appointments for qualified leads. You will gain experience with a wide variety of clients from many geographic regions while you work with a supportive team. Ideal candidates should be eager to advance along a clear learning and promotion pathway as we continue to grow.

You will have the opportunity to learn about and become an expert in online lead management, as well as conventional, conversation and consultative sales skills. This role is a full-time salary plus commission-based opportunity with potential to grow with the company. We also offer a competitive benefits package at Vivo.

### What the SDR does:

- Respond to new incoming leads from all sources according to Company best practices.
- Conduct research and data enrichment when a new lead registers using sales acceleration tools and social media channels, to better qualify the potential owner and update in Salesforce.
- Contact existing potential owners from the database to re-engage and grow initial interest into qualified leads.
- Create a positive and engaging first impression by providing a creative and inspiring sales experience for potential owners.
- Responsible for effective qualification conversations to grade potential owners and deliver high-quality opportunities for Account Executives.
- Utilize Salesforce CRM software to update contact and opportunity information and track activity.
- Book Discovery Calls with qualified potential owners.
- Interprets, adapts and reacts to real-time analytics and feedback to make responsive adjustments and improvements to the sales strategy.
- Work closely with the Account Executives to execute effective prospecting strategies to ensure seamless cooperation, mutual learning and optimal results.

- Achieve and exceed daily, weekly and monthly targets to generate sales.
- Participate in Company marketing and sales initiatives and events as required.

**What is expected of you:**

- Minimum 1-2 years sales experience or high-volume professional telephone experience
- Postsecondary education an asset
- Understanding of Real Estate industry or experience working in the hospitality industry assets
- Professional and engaging communication skills, both in writing and verbal interactions
- Available during optimal calling times to respond to potential owners' interest including weekends nights and holidays
- Self-motivated with the ability to work independently
- Demonstrated ability to influence, negotiate and overcome obstacles
- Results-oriented with proven ability to achieve targets and meet them consistently
- Outstanding organizational abilities with strong attention to detail
- Demonstrated ability to establish positive rapport and build trust in relationships
- Strong computer proficiency with Microsoft product, Google Drive and CRM software (Salesforce an asset)
- Experience with data analytics
- Process-oriented to meet targets
- Knowledge of prospecting strategies

**How you should be to be a fit:**

- Creative and self-starter
- Caring, High Performance
- Excited, positive and friendly
- Ever resourceful, learning and improving
- Unquenchable bias for action
- Coachable
- Inspiring communicator
- Hungry, humble and smart

If you are an A-player with confidence in your abilities and have an engaging personality with a desire to have fun at work, Vivo Resorts is for you. Please submit all cover letters and resumes to [careers@vivoresorts.com](mailto:careers@vivoresorts.com)