

Job description

// We are an estate agent with a difference.

We're proud to say we're the UK's first coffee shop agency; our office is open to the public for coffee and a bite to eat, to make popping into see us a piece of cake! We're moving away from the 'norm' and challenging the stigma that surrounds your run-of-the-mill estate agents. You can wave goodbye to the shiny shoes, suits & ties - smart casual is the look we're going for. Helping people all around Herts & Essex to buy and sell their homes, we work hard to maintain excellent relationships with all of our clients, ensuring they enjoy working with us and know they can rely on us 100%.

GO Agency are part of GO Homes Family, however our sales teams are separate, with GO Agency managing all homes that are not part of our new developments. As our family tree continues to grow at a rapid rate, we're on the hunt for a new Senior Sales Negotiator to join our team. Could that be you?

// The Role

We need someone who is hungry and dedicated, with true drive and passion for selling homes. You might be looking to get away from London or a corporate background. You're not afraid to get your hands dirty and you're always prepared to go the extra mile. We need someone who can take over the responsibility of listing and gaining instructions in the Herts & Essex area.

Whilst reporting directly to our Managing Director, you'll need to really familiarise yourself with our company (including our company values), as well as the different types of homes we have available. You'll also be in regular communication with our marketing team, who will rely on your help when it comes to market research, adding to the versatility of your role. Here's a breakdown of your varied responsibilities...

- Negotiating property sales
- Gaining instructions/touting
- Market appraisals
- Property descriptions
- Arranging of 'take-ons' & floor plans with our professional photographer
- Delivering excellent customer service, in line with GO's family values
- Carrying out market research
- Providing expert knowledge of our company, homes available, pricing list & all processes involved
- Chasing sales

// Your Experience

- 3+ years' experience in property sector
- Experience in market appraisals
- Driving licence + car
- Friendly & approachable demeanour
- Ability to build great relationships with buyers
- Be driven & enthusiastic