



Ouwens Casserly

Projects Sales Associate

ABOUT OC PROJECTS...

Ouwens Casserly Real Estate has an award-winning projects team, providing a 360-degree service to property developers with a focus on medium to large scale development in South Australia. OC Projects provides a unique and award winning marketing and sales strategy to assist with feasibility, project launch and trading, right through to completion and settlement.

THE ROLE...

As a result of growth, an exciting opportunity exists for a Sales Associate to support the lead agents to provide a high level of service to clients, assisting with the purchase of off the plan sales. Specific responsibilities include:

- Client Prospecting
 - Buyer call backs
 - Contacting all leads
 - Service buyers to create opportunities
 - Database maintenance calls
- Providing qualified leads to the sales team
- Managing buyer enquiries
- Building and maintaining the database
- Supporting the lead agents to deliver off the plan sales
- Managing sales from enquiry through to settlement
- Hosting the onsite display suites as required
- Representing the agency at local community functions and networking events.

PERKS..

Along with our outstanding support team and systems to set you up for success, OC also offer:

- Structured and tailored induction and training programs
- Online Learning Management System (LMS)
- Flexibility and remote working opportunities
- Reward and Recognition Program
- Wellness program, including mindset sessions and access to our Employee Assistance Program
- A large community focus and participation with local charity organisations
- Regular team building sessions, guest speakers and team celebrations

ABOUT YOU:

To be successful in this role the following qualifications, skills and experience are required:

- Minimum 12 months sales or telemarketing experience
- Real estate industry standard certifications and licences (essential)
- Intermediate Microsoft Office skills
- Database management experience (AgentBox advantageous)
- Well-developed verbal and written communication skills
- Exceptional customer service experience and professional presentation
- Experience in a similar role within the development industry will be highly regarded.

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 and team focused culture to work in with industry training and career development opportunities.

TO APPLY...

If this sounds like an environment in which you feel you connect with the company vision and reflect the company values of Authenticity, Optimism, Passion and Precision, then we would love to meet you.

Please send your application to Simone de Laine, People and Culture Manager – careers@ocre.com.au by 9th March 2022.