



JOB OPPORTUNITY

Description

Job offer: **Business Development Director**
Department: Sales
Reports to: President
Status: Minimum 20 hours per week
Salary: Commission
Start Date: Immediately

PI Global Properties Group was established in 2004 to enable investors to take advantage of real estate investment opportunities in new and emerging markets. Our Montreal office is expanding and we are seeking a **Business Development Director**. Please view our website to learn more about our business and activities: www.pi-globalproperties.com

Our Mission: We offer our clients hands-on high return investment properties and education-based seminars in the fields of real estate and personal growth. Our ultimate goal is our clients' financial freedom. Our high-yield revenue properties offer 40% to 80% ROI on the first year of acquisition. We cultivate values based on the principles of integrity, expertise, advice and objectivity. Our approach takes human objectives into account. The acquisition of properties with high yield allows our clients' real estate portfolio to grow, thus allowing a better quality of life and increased financial independence. We believe that true wealth is not calculated in terms of money but in time. Rich is the one who has time for himself, for his children, for the people he loves, and the activities he enjoys. At PI Global Properties Group, the realization of your life's objectives is one of our most important goals.

The Business Development Director is a key player in the sales of investment properties. He/she must have the capability to develop his/her network and generate leads with potential clients.

To Apply:

Please send us your **CV and a letter of intent** explaining why this position interests you and what added value you can contribute to our company by **October 1st, 2008**. Applications submitted without a letter of intent letter will not be considered for the position.

Email: admin@pi-globalproperties.com

Facsimile: +1 (514) 227-5318

Contact: Ms. Chrysanthia Kong-Manuel



Skills:

- ◆ Elaborate and implement persuasive and innovative business development strategies that are in line with the development objectives of PI GLOBAL;
- ◆ Elaborate and present his/her sales objectives for the current year;
- ◆ Identify potential clients targeted by PI GLOBAL;
- ◆ Establish and personally develop strategic business relations with real estate investors;
- ◆ Stay on top of the real estate investment market and share this information with the team;
- ◆ Possessing true team spirit, **the Business Development Manager** will be able to integrate perfectly within an organisational structure that is casual where respect and professionalism are the foundation;
- ◆ If necessary, recruit, train and lead a team of dedicated sales agents, partners or affiliates to leverage the sales of PI GLOBAL projects;
- ◆ Create a compensation plan for his/her sales agents, partners and affiliates. The objective is to keep the sales agents/partners/affiliates motivated while they grow their circle of investors who will invest in PI GLOBAL projects;
- ◆ Set-up a compensation payment plan for the sales agents, partners and affiliates;
- ◆ Be responsible for the timely creation and coordination of all communications for his/her group of partners;
- ◆ Provide his/her group of sales agents, partners and affiliates all information pertaining to current and new projects (including teasers, investor packages, PI GLOBAL conferences, etc), and in general any and all upcoming conferences and networking events which can increase sales;
- ◆ Be responsible for monitoring all promotional material being diffused by his/her group of partners in order to insure it reflects the image and proper information used by PI GLOBAL;
- ◆ Be responsible to monitor the sales process so proper compensation is provided to the partners;
- ◆ Be responsible for his/her group of partners for the conclusion and the proper completion of all necessary paperwork that will vary from project to project (offer to purchase, deposits from clients, etc...).
- ◆ Be responsible to provide PI GLOBAL with a monthly tracking report that includes conversion rates.
- ◆ Provide PI Global a weekly sales activity report
- ◆ Attend Sales meeting once a week at PI Global Properties' offices
- ◆ Be available for a coaching session via conference call once a week



Position Qualification

- Patience
- Determination
- 100% dedication, entrepreneurial attitude
- Resourcefulness
- Humility
- Great team player
- Emotional Intelligence
- Perseverance
- Creativity
- Good with numbers, ability to use Excel
- Easy-going
- Organisational skills
- Sensibility
- Autonomy
- Positive & dynamic
- Ambition
- Meticulous
- Professional attitude
- Sense of responsibility
- Bilingual in English and French is a **MUST**

Primary Responsibilities of the Business Development Director:

- Solicit potential clients from your network that may want to invest in real estate;
- Follow up with leads provided by PI Global Properties;
- Assist potential buyers to choose, visit (if necessary), inspect properties (if necessary) and propose promises to purchase;
- Inform clients of market conditions, prices, mortgages, legal requirements and relevant information;
- Prepare purchase agreements and submit them to be approved by the buyers and sellers;
- Follow up after closing sales to determine the clients' satisfaction and inform them of new investment opportunities.