



## Career Opportunity:

### Sales Advisor (Victoria Harbour)

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Tapestry is an active aging community for independent adults. Our difference is embodied in the Mission and Operating Principles that guide our work and define our uniqueness: A committed focus on the seven dimensions of wellness; fresh, delicious and exceptional quality food; extraordinary accommodations designed and built by Concert; and exceptional service delivered passionately by our employees so that even our residents most simple pleasure feels indulgent and luxurious.

Tapestry is thrilled to be opening its newest community in Victoria: Tapestry at Victoria Harbour. This will be the fourth Tapestry community in Canada and the first on Vancouver Island.

We are recruiting for a Sales Advisor to support sales efforts for our newest community. Key responsibilities include proactively filling the sales pipeline, generating leads, building/nurturing relationships with prospective residents and their families, and working with the Sales team to achieve 100% occupancy aligned to our communities' wellness objectives and criteria. The ideal candidate is a resourceful, self-directed sales professional with demonstrated experience in sales, a strong sense of urgency, and an ability to advance prospects and close sales with an understanding of the Mission and Operating Principles of our community, which will operate 7/24-365 days per year.

#### Qualifications & Requirements:

- Degree/diploma/certificate in sales, marketing or related discipline
- Proven experience in consultative sales role in the seniors' market or related hotel/hospitality industries
- Ability to network, multi-task, and promote services; able to follow an established sales process, from prospecting to conversion
- Strong working knowledge of the Microsoft Suite of Products and CRM technology
- Comfortable with flexible hours; evenings and weekends are required

We offer a competitive total compensation package (wages and benefits) and the opportunity to work for a growing company with an extraordinary team approach and service culture. If you're interested in making a difference in people's lives, please send us an email and introduce yourself!

#### To apply:

Please send a resume and cover letter to **Barry Wills, General Manager at [BWills@discovertapestry.com](mailto:BWills@discovertapestry.com)**. As an employee, if you recommend a qualified candidate that we hire, you will be eligible for an Employee Referral Program award!

*Posted: January 27, 2020*