

Always Essential – Park Place People

Join the Team



Founded by Al and Jenny Jina, Park Place Seniors Living is a family owned and operated company based in Vancouver, British Columbia. Starting out as a nurse, Jenny has worked with Seniors her entire life. Together with her husband Al, they opened their first location in Nelson, BC in 1993 with a goal to enrich the lives of seniors and define a new quality of care.

Today, The Park Place family has grown to include more than 30 residences located in communities throughout BC, Alberta and Ontario, including several independent retirement residences. This is a unique opportunity for a strong sales-minded candidate to serve as Sales Leader at our Independent Living community in Kamloops, BC.

- Do you thrive on reaching for goals and welcoming challenges?
- Are you someone who pays attention to the details?
- Are you passionate about quality of life and engaging people in fun?
- Is hospitality something that is a way of life for you?
- If so, we would love to have a conversation with you.

About the Role: This part-time, three day a week Sales Leader role is responsible for the lease up of the community by the end of 2022. With nearly 74% of suites occupied, we need a strong finisher. This 94 suite independent living community is comprised of newly developed studio, one, and two-bedroom suites. The community prides itself on personalized hospitality service with a fully operational restaurant, housekeeping and maintenance services, and a robust activity calendar.

- Part-time (21 hours/week)
- Must be flexible in hours to provide tours, creative follow-up, and home visits

The successful candidate will possess exceptional relationship building skills and communication to support the General Manager and administrative team members in all sales activity.

Externally, the Sales Leader will establish strategic community relationships with local stakeholders and referral sources.

Knowledge, Skills & Abilities:

- You are confident sales leader who possesses strong relationship building skills
- You possess the ability to lead at both the strategic and operational levels
- You communicate openly at both business and technical levels
- You are a confident builder of referral sources in the local community
- Strong ability to develop and set goals, and ensure accountability to goals under a continuous quality improvement philosophy
- Self-motivated team player with a strong ability to effectively interact with various individuals involved in providing resident focused hospitality service

Qualifications:

- Degree or diploma in business, marketing, hospitality, or recreation management

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- A minimum of two years management experience in sales for an independent living community or similar experience in a hospitality setting
- Solid understanding of business planning processes and key business metrics to be achieved
- Experience working with seniors, families, and the community
- Computer proficiency (Microsoft Office applications) and experience using sales/lead database

Please email your cover letter and resume to the attention of Lina Saba, Director of Sales and Marketing at lsaba@ppsl.com. A criminal record check is required pursuant to the Criminal Records Review Act for working with vulnerable adults.