

# Business Opportunity Manager

The Ray White Group in New Zealand is considered to be one of the leaders in the property industry; currently transacting \$4.9 billion worth of property sales per annum through 132 franchise offices. Our business also provides services for investment, commercial and rural sales together with over 13,200 properties under management. Our business embraces the total transaction model, with our real estate agency business offering services under the brand Concierge which provides individual financial, utility and insurance products.

The position of the Business Opportunity Manager will primarily focus on the area of growth, opportunity and relationship management. All activities within this role will be based on positioning our company as partners with the potential contact. The introduction of new relationships within core trade areas and the potential maintenance of existing opportunities will be part of the position. It is expected that the individual will build relationships and be able to demonstrate our company's offering with an approach that is focused on the maintenance, growth and improvement of existing relationships.

The ideal candidate will have a good understanding of the real estate sector and have had exposure to sales and potentially business ownership. The candidate will be able to demonstrate an understanding of relationship and business management. Ideally you will have had previous experience in being able to cover a broad range of tasks and show an ability to implement recruitment strategies that are acted upon and are aligned with the growth and opportunity objectives of our company.

The position is based in our Auckland office and offers an exceptional opportunity for you to apply your skills in a friendly pro-active team environment. You will be attracted by the ability to work autonomously in achieving results across a broad area of our business.

Ray White continues to evolve and a key part of our business is to provide career paths and opportunities for individuals. This position is offered as part of our growth performance team and demonstrates the continued desire that Ray White has to further expand our franchise business to become the market leader.

For a full job specification or further information please contact Carey Smith on 021 999 035 or email [csmith@raywhite.com](mailto:csmith@raywhite.com). All enquiries will be treated in strict confidence.

Applications close Monday, **24th May 2010**.

**Information on opportunities within our Group can be viewed at [www.raywhiteonline.co.nz](http://www.raywhiteonline.co.nz).**

**Ray White**<sup>™</sup>