

Business Development Executive - Auckland

The Ray White Group in New Zealand is considered to be one of the leaders in the property industry; currently transacting \$4.5 billion worth of property sales per annum through 135 franchise offices. Our business also provides services for investment, commercial and rural sales together with over 14,500 properties under management. Our business embraces the total transaction model, with our real estate agency service offering services under the brand Concierge which provides individual financial, utility and insurance products.

The position of the Business Development Executive will primarily focus on training, development and support of assigned offices within our network. This will involve assisting business owners in the implementation of strategies to grow their market share within their core trade areas. The position provides for the requirement to train the practical area of real estate sales as well as the use of our Group's technology platform. You will be involved in the attraction of new sales members and assisting their understanding of Ray White systems as well as responding to the needs of our network owners. Other day-to-day tasks involve providing market share forecasts and being pro-active with inter and intra office relationships and maintaining a high profile within our network.

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 and the administration aspect of owning and running a business. Ideally, you will have had previous experience in being able to cover a broad range of tasks and show an ability to implement strategies that are acted upon and are aligned with the growth objectives of the individual business and the 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 has an excellent training and development programme. This position is offered as part of our business performance team that demonstrates the continued desire that Ray White has to further add to the strength of our current network.

For further information please contact Corinna Mansell on 021 444 429 or email cmansell@raywhite.com. All enquiries will be treated in strict confidence.

Applications close Friday, 8th July 2011

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