

YouvilleHouse  Youville Place
Assisted Living Residences

12/10/15

Marketing and Sales Professional

Youville Assisted Living Residences —Cambridge / Lexington

Youville Assisted Living Residences seeks a full time, experienced, committed sales professional to work with the local community, professional referral sources and families in supporting the complex transition to assisted living.

This position is highly visible in the community and critical to the success of the organization. The candidate must be self directed and able to achieve and maintain optimal census goals within the community.

This is a salaried position, reporting to the Senior Director of Marketing and Communications. This candidate will represent Youville values and mission when working with families, the community and our professional referral partners.

Responsibilities

- Manage prospect relationships and progress relationships through signed contracts for residency
- Maintain target occupancy for 95+ unit community
- Work as part of a team, coordinating and executing a variety of strategic outreach activities
- Networking, and other activities related to marketing and outreach

Must be able to:

- Effectively follow up inquiries, manage the qualifying and sales process, and work to identify appropriate strategies for families
- Build relationships and close sales effectively
- Manage a prospect and contact database
- Manage the administrative process related to prospects and admissions
- Collaborate as part of a team, supporting prospective residents through the steps necessary to complete the admissions process and experience a smooth transition

The successful candidate must possess:

- 3-5 years of service sales experience, preferably in a non profit, assisted living or related field
- Excellent communication and writing skills

- Outstanding relationship building skills
- Empathy and compassion for aging adults and their families
- Passion for learning
- High level of computer competency using Microsoft Office, managing a database, and various web-based applications
- Commitment to providing excellent customer service
- Energy and passion for the work we do at Youville

The successful candidate will have experience working with seniors and their families.

To submit an application:

Interested candidates should submit a cover letter and resume along with salary history, to the **Senior Director of Marketing and Communications**. Salary is commensurate with experience.

All communications will be kept strictly confidential.
NO CALLS PLEASE.

About Youville

Youville Assisted Living Residences are part of a two hundred year legacy of care. The successful candidate will be welcomed as a member of a very special, caring community of residents and staff, known for being an exceptional community serving older adults. Youville Assisted Living Residences are non-profit and guided by mission and values. Youville staff are selected for their very special qualities, compassion and professionalism.