



## **SENIORITY, INC.**

*Management, Sales, Consulting and Systems for Senior Living*

### **Sales & Marketing (Seniority, Inc.)**

#### Regional Sales Manager

FT-Under minimal supervision, directs the marketing and sales programs at multiple locations and fulfills contractual function with sales clients. Supervises community Director of Sales and Marketing in efforts to achieve apartment occupancy and sales goals. Ensures the Standard Operating Procedures of the company are followed at the community level. Provides general direction for administration, finance, office management, marketing, sales and personnel for business operations within the assigned region.

Require knowledge of general management theory, sales management and training theory, effective sales closing methods, business writing skills – proposals contracts, training documents. Proficient in Microsoft Office programs (Word, Excel, PowerPoint, Outlook), principles of organization and functions of a retirement community, contracts for continuing care and lifecare communities, lead tracking and prospect communications, motivation and coaching of employees and procedures for monitoring budgets.

High school diploma. Four (4) years of college or university study with course work in marketing, social sciences or business. College degree preferred. Seven (7) years of related experience might be substituted for the college requirement. Three (3) years experience as Sales and Marketing Director at the community level is required.

Reports to Vice President of Sales.

Please send your resume and cover letter to: Maia Bonner Vice President of Sales, Seniority, Inc. at [mbonner@seniorityinc.com](mailto:mbonner@seniorityinc.com) or fax to 925.924.7201.