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St. Clair Shores, MI · Holland, MI · Charlevoix, MI · Spring Lake, MI · Grand Haven, MI · Marblehead, OH · Chicago, IL · Naples, FL

Pay: \$50,000.00 - \$1,000,000.00 per year

Job description:

Job Requisition: Experienced Yacht Broker

Position Overview: Jefferson Beach Yacht Sales is seeking a driven and experienced Yacht Broker to join our team. The ideal candidate is self-motivated, goal-oriented, and passionate about exceeding targets. A proven track record in the marine industry is required, with a minimum of \$10,000,000 in annual sales, and \$20,000,000 preferred. This position offers a competitive commission structure and the chance to thrive in a dynamic and rewarding environment.

Company Overview: Jefferson Beach Yacht Sales (JBYS) is a Great Lakes based boat dealership with eight locations specializing in larger vessels, selling new and used and offering facilities in brokerage, service and F&I. Vessels sold and serviced range from 8' tenders to 120' yachts. JBYS is an award-winning leader in the boating community, with nearly 850 years of combined industry experience across the team, serving customers with excellence and representing only the finest new boat brands including: Viking, Valhalla, Sunseeker, Princess, Absolute, HCB, SACS Rebel, Sailfish Boats, and Williams Jet Tenders. JBYS is dedicated to our customer's recreational needs and the fulfillment of the personal and business goals of its employees and owners. Company Core Values = Loyalty, Integrity, Respect, Teamwork, Innovation, Quality, Trust.

Key Responsibilities:

- Build and maintain strong relationships with clients, understanding their requirements and guiding them through the purchasing process.
- Actively prospect and generate leads through various channels, including networking events, referrals, online platforms and boats shows.
- Conduct thorough market research to stay updated on industry trends, pricing strategies, and competitor activities.
- Coordinate vessel viewings, sea trials, and inspections, ensuring a seamless experience for clients.
- Negotiate sales contracts and agreements, leveraging strong communication and persuasion skills to achieve favorable outcomes.
- Collaborate effectively with internal teams, including sales support, marketing, and finance, to streamline processes and enhance customer satisfaction and service.
- Provide exceptional post-sale support to clients, addressing any concerns or issues in a timely and professional manner.
- Maintain accurate records of sales activities, and client interactions using CRM software.
- Listing Management: Create detailed and compelling listings for new and pre-owned yachts, ensuring accuracy and appeal.

Qualifications:

- Required minimum sales of \$10,000,000 annually, preferred annual sales of \$20,000,000
- Excellent interpersonal skills, with the ability to build rapport and establish trust with clients from diverse backgrounds.
- Strong negotiation skills, backed by a keen understanding of market dynamics and pricing strategies.
- Self-motivated and results-oriented, with a drive to exceed sales targets and deliver exceptional service.
- Knowledge of yachting industry regulations, standards, and best practices.
- Detail-oriented with strong organizational skills, capable of managing multiple priorities effectively.
- Proficiency in CRM software and other relevant sales tools.
- Valid driver's license and willingness to travel for client meetings, boat shows, and other events as required.

Education and Experience:

- Minimum of 3 years of experience in Boat sales
- Ability to drive, launch and trailer a boat.
- Basic computer skills are preferred.
- A proven record of successful sales and providing exceptional customer experience.

Benefits:

- Competitive commission structure with unlimited earning potential.
- Opportunity for professional development