

United Arab Emirates Jobs Expertini®

Yacht Broker

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Company: Boutique.Yachts

Location: Dubai

Category: healthcare-practitioners-and-technical

ABOUT THE ROLE:

Boutique.Yachts is looking for ambitious and experienced full-time Yacht Sales Brokers to join its amazing team!

The Ideal candidates will act as brand ambassadors for Boutique.Yachts, be a natural relationship builders, be customer-centric always going over and above for every client request, and have a passion for yachts with either technical knowledge or intimate knowledge of vital yachting destinations.

The company provides dynamic resources to its yacht brokers and strongly focuses on online marketing. We are providing access to some of the finest intelligence tools and support from a very responsive and dedicated in-house marketing team.

This position is for the United Arab Emirates, Dubai

WHAT YOU WILL BE DOING

Responding to the client's inquiries and requests, always delivering a level of service worthy of a high-end brokerage house.

Achieve or exceed monthly targets

Expanding your clientele and increasing your conversion rate among the leads given

Maintain reports and updated database accurately and with integrity

Attend trade events, familiarisation yacht trips, or meet clients face to face when needed

WHAT WE EXPECT FROM YOU

Experience working as a yacht sales broker or within other luxury segments: aircraft, real estate, cars, etc.

Time spent on-board superyachts will also be valued.

Excellent verbal and written communication skills are required, as well as the ability to work well with others and contribute to a positive team environment.

Ability to work effectively under pressure and prioritize tasks

You will be required to be familiar with digital office tools

The industry databases and a professional social media presence will be a plus.

WHAT YOU WILL GET

Above the market commissions

Top-tier innovative tools, including AI helpers

Steady, high-volume stream of new leads with qualified UHNWI yacht buyers

Possibility to work on your terms, how and where it is comfortable for you

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