



# Join the boatfolk crew

## Trainee Yacht Broker

<b>Contract</b>	Permanent/Full Time
<b>Location</b>	Deacons Marina, Southampton
<b>Salary</b>	£20K - £25K DOE + commission
<b>Application deadline</b>	29/03/2024

### About us

Here at boatfolk we share a passion for boating and getting people out on the water. As part of the UK leisure industry, we operate 11 marinas at locations in England, Scotland, Wales, and Northern Ireland. But we're about so much more than just marinas, whether it's our on-site yacht brokers, boat repairs services or hospitality offerings everything we do is about delivering the best possible experience for our boatfolk community.

To deliver that mission, we are looking for enthusiastic people who are passionate about the water, who love what they do and who will actively engage with our company values to drive constant improvement in the experience received by our customers and create inclusive places and communities where people can give boating a go.

When you join boatfolk you become part of a crew that care, not just about doing a great job but making a positive long-lasting impact. Whether it be through sustainability initiatives that challenge the boating industry or encouraging youth participation to welcome the next generation of boaters onboard. At boatfolk you're never short of opportunities to make a difference.

Our values inform our decisions and guide our behaviours, reflecting how our business operates in the communities we are part of. They are our promises to ourselves, to our customers and to each other and they are expected of everyone across our business, regardless of the position they hold.

### Our values

<b>DETAIL</b>	We focus on doing things right for our customers.
<b>EXPERIENCE</b>	Going beyond good service to put customers at the centre of all we do.
<b>CARE</b>	We care about each other, our customers and the environment.
<b>COMMUNITY</b>	We actively create inclusive places to bring people together.
<b>CHALLENGE</b>	Be fearless, give it a go!

## Deacons Marina

Deacons Marina is located in Bursledon on the West bank of the Hamble River, providing a tranquil and friendly 130 berth marina and full-service boatyard, just minutes from the M27 motorway, perfect for exploring The Solent. With lift out ashore for 180 boats up to 20T, Deacons Marina also offers an extensive boat repair and refit service including coppercoat application, keel removal/refit, hull treatments (GRP, topside respray and seacock replacement), rudder rebuild, bow thruster and engine installation & service. Coupled with a comprehensive chandlery, brokerage and on-site restaurant, it is a one-stop-shop for convenience, with our friendly team and loyal customer base providing a welcoming community!

## Role purpose

As a Trainee Yacht Broker, you will be introduced to the dynamic world of yacht and boat sales and brokerage. This role offers a unique opportunity to learn the ins and outs of yacht brokerage, from client relations to contract negotiations. You will work closely with experienced brokers, gaining valuable industry knowledge and expertise. This role requires a passion for yachting and boats afloat, excellent communication skills, and a drive to excel in a competitive market.

## Key Responsibilities

- Develop relationships with potential buyers and sellers. Understand their preferences, budget, and requirements.
- Stay updated on industry trends, yacht models, and market conditions. Analyse market data to identify potential leads and opportunities.
- Assist in creating detailed listings for yachts, including specifications, features, and high-quality photographs.
- Collaborate with the marketing team to promote yacht listings through various channels, such as websites, social media, and industry events.
- Act as a point of contact for clients, providing timely updates, answering inquiries, and arranging viewings.
- Learn negotiation techniques and assist in negotiating deals between buyers and sellers. Ensure that transactions meet legal and regulatory requirements.
- Assist with administrative tasks, including paperwork, contracts, and financial transactions.
- Continuously learn about different yacht brands, models, and specifications. Stay informed about industry regulations and best practices.

## Core Competencies

- Genuine interest in the yachting and boating industry.
- Strong verbal and written communication skills to interact effectively with clients and colleagues.
- Basic understanding of sales principles and the ability to identify and pursue sales opportunities.
- Keen attention to detail when creating listings, preparing contracts, and handling paperwork.
- Collaborative mindset and willingness to work closely with other team members.
- Ability to thrive in a fast-paced, dynamic environment and adapt to changing priorities.
- Effective time management and organisational skills to prioritise tasks and meet deadlines.
- Ability to think creatively and find solutions to challenges that arise during the brokerage process.
- Comfortable using technology and software applications for listing management, communication, and market research.
- Ability to swim essential.
- An RYA yachting or powerboating qualification is desirable, particularly Powerboat L2.

- Health and safety awareness and ability to follow the company health and safety policy.

## Benefits for you

- Competitive salary
- 29 days' annual leave (including bank holidays).
- Bonus and range of other employee benefits including a Health Cash Plan, Cycle to Work scheme, Employee Assistance Programme and Life Insurance.
- Discounts on boatfolk bars, restaurants and hotels.
- Discounts on berthing and boat sales.
- Contributory pension scheme.
- On-the-job and other development and training.
- Friendly and dynamic team working environment.
- Free car parking.

**To apply please forward your CV along with a covering letter to Chris Ibbotson – Group Brokerage Manager at [chrisi@boatpoint.co.uk](mailto:chrisi@boatpoint.co.uk) and Group New Boat Sales Manager – Phillip Jones at [PhilipJ@boatfolk.co.uk](mailto:PhilipJ@boatfolk.co.uk)**