



Sales Representative

Nest Host Ltd

REPORTS TO	EMPLOYMENT TYPE	LOCATION	DEPARTMENT
General Manager	Full-time	Winnipeg, Manitoba	Sales and Marketing

ABOUT NEST HOST

Nest Host Ltd is a Winnipeg-based corporate and furnished housing company. We provide fully furnished, move-in ready accommodations for insurance displacement, corporate relocation, film and television productions, aerospace and infrastructure crews, and new arrivals to Canada.

Our team pairs licensed real estate expertise with hospitality operations. We manage the entire stay, from sourcing and setup through check-in, housekeeping, and guest support, and we hold a 5-star service standard across every property in our portfolio.

We are growing, and we hire people who take ownership, communicate clearly, and treat every guest stay as a reflection of the company.

POSITION SUMMARY

The Sales Representative drives new revenue for Nest Host by generating, qualifying, and closing corporate and institutional housing business. This role owns the pipeline from first contact through signed agreement, targeting insurance partners, relocation and HR decision-makers, film and television productions, and infrastructure and aerospace employers.

Success in this role looks like a consistently full pipeline, sales targets met or exceeded, and long-term accounts that book with Nest Host again.

KEY RESPONSIBILITIES

Business development

- Generate and qualify leads through outbound prospecting, referrals, networking, and industry events
- Build and maintain relationships with insurance adjusters, relocation managers, production coordinators, and corporate HR contacts

- Deliver sales presentations, property tours, and proposals to prospective clients
- Meet or exceed monthly and quarterly sales targets

Deal management

- Prepare, negotiate, and submit contracts and rental agreements
- Recommend pricing, quotes, and promotional terms in coordination with the General Manager
- Collect deposits and balance of payment, and coordinate billing with accounting
- Answer client questions on rates, credit terms, availability, and what is included in a stay

Pipeline and account management

- Maintain accurate and current client and opportunity records in the CRM
- Prepare weekly and monthly pipeline and sales reports for the General Manager
- Review past and forward reservation data to identify pricing and occupancy opportunities
- Coordinate sales activity with marketing campaigns so outreach and promotion stay aligned
- Hand off confirmed bookings cleanly to operations and guest relations

General

- Understand and represent all Nest Host programs and service offerings
- Support onboarding and training of team members
- Other duties as assigned in support of company objectives

Duties and responsibilities are intended to be an accurate reflection of the main duties essential for this position. They are not designed to be an exhaustive list of all duties, tasks, and responsibilities.

QUALIFICATIONS

Required

- Post-secondary degree or diploma in business, marketing, economics, or equivalent experience
- Two or more years of sales experience with a demonstrated record of meeting targets
- Strong understanding of the full sales cycle, from prospecting through close
- Excellent written and verbal communication and presentation skills
- Superb interpersonal skills, including the ability to build rapport quickly with clients and suppliers
- A commitment to excellent customer service
- Comfortable working in a fast paced environment and managing competing priorities
- Proficiency with Microsoft and Google workplace applications and CRM software
- Valid Province of Manitoba driver's license with the appropriate class, and access to a reliable vehicle

Preferred

- Experience selling into insurance, relocation, film and television production, construction, or corporate accounts
- Background in hospitality, property management, or corporate housing
- Experience with Monday.com or a comparable CRM

WORKING CONDITIONS

- Full-time position based in Winnipeg, Manitoba.
- Combination of office, on-site property, and field work.
- Must be prepared to travel locally between properties and to work outside normal business hours as business needs require.
- Occasional lifting and carrying of materials or supplies may be required.

HEALTH AND SAFETY

It is the responsibility of all associates to ensure that they follow all health and safety policies by:

- working in a safe manner
- reporting any unsafe conditions
- immediately reporting any associate injury or accident
- using personal protective equipment where required

HOW TO APPLY

Send your resume to cam@nesthost.ca with the position title in the subject line. A short note on why the role fits you is welcome, but not required.

Nest Host Ltd is an equal opportunity employer and welcomes applications from all qualified individuals. Accommodations are available on request for candidates taking part in any stage of the selection process.

We thank all applicants for their interest. Only those selected for an interview will be contacted.