



## **Yacht Broker**

### **Description:**

Yacht Masters is a bespoke Superyacht Brokerage specialising in the sale and charter of 40m plus yachts based in Berkshire and London.

We are looking to recruit an experienced charter and sales broker to join our successful team to broker both charters and yachts directly to HNW individuals

The Broker will have a proven track record of high value yacht sales & charter within the yachting sector. He/She will act as a brand ambassador for the company, be a natural relationship builder, customer focused always going over and above for every client request, be entrepreneurial, organised, and have a passion for yachts.

### **Broker responsibilities:**

- Achieve or exceed monthly targets
- Respond quickly, knowledgeably, and professionally to inbound inquiries for both yacht charters and yacht sales
- Proactively identify and prospect new potential clients then contact them by cold call or email which generates solid leads
- Engage and convert an assigned database of clients
- Maintain reports and update database accurately and with integrity
- Attend monthly charter and sales meetings
- Attend trade events, familiarisation yacht trips, or meet clients face to face when needed
- Relationship building with yacht captains and central agents
- Account management of client from contract execution to following up post charter to ensure satisfaction

### **Broker requirements:**

- English fluency is essential, both written and spoken
- Strong commercial acumen and ability to engage in pursuing new business and have an entrepreneurial spirit when it comes to building own client base
- Provable experience in operating in the ultra-high net worth space and understand how to sell to them in both charter and sales.
- Organised and attention to detail with contracts and reporting
- Ability to work effectively under pressure and prioritise tasks
- Collaborate with/and support other team members to ensure that communications are aligned