



MONKS

PERSON/JOB SPECIFICATION

Job Title	Sales Negotiator / Senior Sales Negotiator
Summary	At Monks Estate and Letting Agents, we are passionate about bringing people and property together. With friendly, approachable, and professional teams across our offices in Shrewsbury, Wem, and Oswestry, we pride ourselves on delivering a personal, client-focused service that truly makes a difference. We are now looking for a skilled communicator who brings warmth, professionalism, and precision to every interaction. In this role, you'll ensure clients and customers receive exceptional service — from confidently handling queries and resolving issues, to managing detailed administration with superb organisational skills and a clear ability to prioritise your workload. To succeed in this position, you'll need: • Strong knowledge of the property sector and current legislation • A highly ethical, customer-first approach • Excellent interpersonal and problem-solving skills • A passion for delivering service that stands out In return, we offer a supportive, collaborative environment where your contributions are valued and your growth is encouraged. If you're ready to take the next step in your property career, we would love to hear from you.
Department	Sales
Location	Wem, Shropshire, SY4 5AA
No. of Positions	1
Term	Full Time Permanent with an initial six month probationary period
Salary Band	Competitive annual salary + commission



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Responsibilities	Your role will involve developing daily business opportunities and providing effective, efficient service and administration for sales clients and purchasers. You'll support all aspects of the sales process, ensuring a smooth and professional experience for everyone involved. <i>For a full overview of responsibilities and expectations, please see the full Job Description.</i>	
Terms and Conditions	Hours of employment: Monday to Friday 9.00 to 5.30pm (37.50 hours per week). Saturdays by rotation, generally one in four, 9am to 4pm and lieu day given Initial training and continuous professional development. Holidays: 28 days (this includes public holidays). Pro rata for shorter periods. Company Pension Scheme Mileage allowance	
Experience & Qualifications	Essential	Desirable
	• Having worked in the property sector • NAEA or ARLA Member, Propertymark • Driving Licence, driver with access to a car	
Skills	• Good administrative skills • Good organisation skills • Excellent communication skills • Excellent interpersonal skills • Excellent time management • Working effectively within a team • Quick learner	
Knowledge	• IT literate	



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Characterises	• Self motivated – self starter • Methodical • Dynamic • Assertive • Flexible approach • Reliable • Concern for excellence • Enthusiastic • Good sense of humour • Positive attitude	
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Application Process/ How to apply	Send your Curriculum vitae to: patricia@monks.co.uk
Job Posted	4 th August 2025
Closing Date	1st September 2025 Only candidates selected for an interview will be contacted.

H –Honest – Straightforward and easy to deal with.

O- Original – Innovate and we deliver.

M- Motivated – Drive, energy and enthusiasm to make a difference

E – Empathetic – Real, normal and human

Monks, bringing people and property together