

# SUPERIOR CHARTERS



## YACHT BROKER

Description: Facilitate buying and selling of yachts, ensuring smooth transactions for clients.

Hours: 10 - 30 hours/week, generally between the hours of 8:00 AM – 6:00 PM

Pay: D.O.E. – Prior industry experience preferred

Reports to: Owner/Operator

Responsibilities include, but are not limited to the following:

- Inspect and evaluate boats - assess the condition and marketability of yachts
- Arrange and accompany potential buyers on boat viewings, answering any questions or concerns they may have, and providing expert guidance throughout the negotiation process
- Appraise yachts - determining worth based on age, condition, brand, and equipment
- Accurately and neatly prepare all necessary forms – prepare and handle contracts, purchase agreements, title transfers and other legal documentation
- Ensure effective communication and negotiation between buyers, sellers, and other parties
- Market yachts utilizing various channels to reach potential buyers and sellers
- Arrange viewings and surveys facilitating experiences for interested buyers
- Negotiate prices and terms ensuring fair outcomes for both buyers and sellers
- Provide legal and financial advice assisting clients with yacht purchases and sales
- Provide after-sales service - maintaining client satisfaction by fostering lasting relationships with clients, expanding the client base
- Assist with the necessary inspections, sea trials, and surveys to ensure the yacht meets the buyer's expectations
- Work directly with marina service departments and other sub-contractors to manage outsourced repairs and servicing for buyers/sellers as needed