

My Story: How I became a top performer



Vinny Kumar
Senior Sales Negotiator - Headington

Vinny has worked for Chancellors since the summer of 2007. He has developed into a top performing sales negotiator in what is one of the most competitive and toughest market places in Oxfordshire. Vinny has successfully made the transition to Estate Agency and consistently exceeds both the targets set by the company and those he sets himself. Vinny is a highly valued member of our Headington team and has built long term relationships with many of our clients so that they consistently return to Chancellors and enable us to remain the No 1 agent.

'Having spent 5 years as a successful sales person in the retail and car industry, I wanted to make the move to Estate Agency. Chancellors obviously saw my potential as not only did they offer me a job, they gave me the opportunity to join their flagship office in Oxfordshire, Headington.

Headington is a highly competitive volume market and our clients expect the extraordinary service we are renowned for.

The initial transition was, at times, tough. I needed to mould and develop my existing sales and services skills to work in a very different environment where I generated the commitment and trust needed for someone to buy what is inevitably their biggest asset. Building rapport with Clients is important for me. Ensuring that I really understand what they are looking for and then matching that to our extensive property portfolio is the key to successful selling. In such a busy market you have to be focused and it's essential that you don't waste either your time or clients time.

My success has been recognised by my promotion to senior negotiator and by being given the opportunity to appraise properties as well as sell them. I have consistently exceeded my target quarter on quarter, have won awards and received the quarterly bonuses. Not only a proud moment, but a very pleasing one for the pocket!

My job is tailor made for me. My Director and Manager have spent time developing me into a top performer and enabling me to be the best.

I am highly committed and naturally tend to work long hours. I need therefore to carefully balance my work and home life and ensure I am also a great Dad and spend valuable time with my wife and children.