



Ward Yacht Sales

Yacht Broker - Join Ward Yacht Sales

Get Underway on a Rewarding Career with Industry Leaders

Ward Yacht Sales is seeking experienced, entrepreneurial yacht brokers who want the freedom of being self-employed—without sacrificing the tools, brand, and operational support required to compete at the highest level. If you bring 3–5 years of yacht sales experience—or a proven track record in the marine or luxury sales industries (high-end real estate, aviation, exotic autos)—you may be an excellent fit. Our self-employed brokers enjoy competitive, high-percentage commission splits with no caps and no hidden fees, schedule and location autonomy, and access to tools and training designed to fuel your success.

Why Choose Ward Yacht Sales?

- **Top-Tier Commissions:** Enjoy industry-leading splits with no earning ceiling—your success and hard work drives your income. No hidden fees.
- **Strategic Marketing Platform:** Listings syndicated across all major yacht MLS platforms, supported by targeted digital marketing, social media, YouTube, and outbound campaigns.
- **Industry Connections:** Get support and references to join leading yachting industry associations, like IYBA.
- **Administrative Support:** Our in-house administrative team manages listing input, MLS distribution, marketing collateral, contracts, escrow coordination, and title work—so you can focus on prospecting, deals, and closing.
- **Networking Power:** Grow your influence with opportunities to connect across the marine industry.
- **Path to Prestige:** Meet prerequisites to earn your Certified Professional Yacht Broker (CPYB) designation.
- **Freedom to Thrive:** Work on your terms with a flexible schedule. No artificial quotas—only high standards for professionalism, engagement, and production.
- **Collaborative Culture:** Join a tight-knit, professional team of like-minded marine industry pros and boating enthusiasts.

Who We're Looking For:

- Proven ability to generate leads and close high-value transactions.

- Entrepreneurial mindset with strong self-discipline and accountability.
- Exceptional relationship-building and negotiation skills.
- Deep boating knowledge with at least 5 years of hands-on experience operating and maintaining vessels 30+ ft.
- High attention to detail and process.
- Reputation for integrity and professionalism.

Stand Out With:

- Track record of closed yacht transactions.
- Established client book or referral network.
- Experience managing survey-to-closing workflows.
- Active involvement in IYBA or similar organizations.
- CPYB certification (or active pursuit of it).

About Us:

Ward Yacht Sales represents new Lagoon catamarans and specializes in the sale of quality pre-owned power and sailing yachts, primarily under 90 feet. Ward Yacht Sales is based in Florida but also has an office in Annapolis, MD as well as independent sales brokers in the Great Lakes and the North Eastern US. Built by passionate boaters, our team of former cruisers, sport fishermen, delivery captains, and marine pros is obsessed with providing exceptional client experiences through our expertise, responsive service, innovative marketing, and customer-first approach. When you join us, you're stepping into a world of competitive rewards, professional perks, and a collaborative spirit that celebrates success.

Key Details:

- **U.S. Applicants Only:** Must be a U.S. citizen or legally authorized to work in the United States and currently residing in Florida, Maryland, the Great Lakes region, or New England.
- **Independent Contractor, Commission-Only Role:** This is a commission-only, independent contractor (1099) role. Brokers operate under their own business entity and are responsible for their own taxes, licensing, and insurance. No base salary or employee benefits are provided.

Ready to Chart Your Course?

This opportunity is best suited for professionals who are financially prepared to operate in a commission-based environment and committed to building a long-term book of business. If you're ready to build your brokerage business on a serious platform—and compete at a high level—we invite you to apply.

Screening Questions

- Do you live in the US and are you also legally authorized to work in the United States?
- Are you willing to take a drug test?
- Are you willing to submit a criminal background check?
- How many years of experience do you have operating vessels over 30ft?
- How many years of yacht sales experience do you have? If you do not have yacht sales experience, how many years of sales experience do you have in a similar industry (ex aviation, luxury autos, etc)?
- Do you acknowledge that yacht brokers at Ward Yacht Sales are self-employed, 1099 contractors who are independent and must maintain an active business license in the state where they operate?
- Do you acknowledge that yacht brokers at Ward Yacht Sales are paid commission for closed sales only and are not guaranteed any base salary or hourly wage? We do not provide benefits or workers comp.