



Ward Yacht Sales

Professional Yacht Broker - Join Ward Yacht Sales

Set Sail on a Rewarding Career with Industry Leaders

Ward Yacht Sales is searching for passionate, motivated, experienced sales professionals to join our elite team of self-employed yacht brokers. If you bring 3-5 years of yacht sales expertise or deep, hands-on knowledge of vessels over 30ft combined with experience working in the marine industry, you might be a great fit. Our self-employed brokers enjoy competitive commission, unparalleled autonomy, and exclusive 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.
- **Exclusive Broker Resources:** Unlock access to premium MLS platforms, professional databases, and cutting-edge tools.
- **Industry Connections:** Get support and references to join prestigious yachting industry associations like IYBA and YBAA.
- **Marine Discounts:** Score savings on gear for yourself, your loved ones, and your clients.
- **Seamless Support:** Our expert admin team handles listings, closings, and title work, freeing you to focus on relationships and sales.
- **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 and zero quotas.
- **Collaborative Culture:** Join a tight-knit, professional team of like-minded marine industry pros and boating enthusiasts.

Who We're Looking For:

- 5+ years of hands-on boating experience on vessels over 30ft with mastery of boat operation, systems, and maintenance.

- A driven self-starter with a relentless “hunter” sales mindset.
- Proven skills in lead generation, deal-closing, and relationship-building.
- Polished communication, negotiation, and professional presence.
- Unwavering integrity, backed by strong references.

Stand Out With:

- 3-5 years as an experienced yacht broker or comparable sales experience (aviation, luxury auto, etc).
- Expertise in yacht transactions, negotiations, survey logistics, and closings.
- Membership at IYBA, YBAA, or similar industry organizations or associations.
- CPYB certification (or a desire to achieve it).

About Us:

Ward Yacht Sales, LLC is a family-owned yacht brokerage based in Florida but with independent sales brokers located in the Great Lakes as well as 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 live in the US and be legally authorized to work in the United States.
- **Independent Contractor Role:** Operate as a self-employed, independent 1099 contractor to broker yacht sales under the Ward Yacht Sales, LLC brand.
- **Commission-Driven Earnings:** Commission-based—no hourly pay or base salary. No workers compensation or employer benefits.

Ready to Chart Your Course?

If you live for yachts, love the thrill of the sale, and are committed to exceptional service, Ward Yacht Sales is your next adventure. Apply today and launch a career where your passion meets unlimited potential!