

Sales Representative Pre-Owned Vehicle Sales

Remuneration:	R10000 - R50000 per month basic plus commission
Benefits:	Tools of the trade, training , incentives and bonuses
Location:	Johannesburg, Meadowdale, Germiston
Education level:	Matric
Job level:	Mid/Senior
Type:	Contract
Reference:	#NVCLC
Company:	LisaCars

We are currently holding several vacancies for sales representatives: pre-owned vehicle sales who will be reporting to the Sales Manager.

Applications should accompany an up-to-date CV indicating achievements, knowledge, skills and qualifications.

To ensure the selling vehicles and services using solid arguments to prospective customers

Performing cost-benefit analyses of existing and potential customers

Maintaining positive business relationships to ensure future sales.

1. Sales and marketing activities:

- Ensure agreed targets are met
- Assist in all marketing activities, informing customers of special sales or promotions
- New account prospecting – formulate sales strategy
- Effectively utilise prospecting system
- Maintain an effective data base management system
- Formulate a sales strategy
- Quotations prepared using dealership procedures
- Generate own sales leads over and above the leads distributed by Management

2. Customer care:

- Conduct all transactions with customers professionally
- Ensuring a positive image of the Dealership
- Ensure accurate identification of customers' needs
- Ensure customers' orders/quotations are processed speedily and accurately
- Maintain effective communication with existing and prospective customers
- Queries to be handled efficiently and courteously
- Follow up and feedback on customer's requests
- Relate all after-sales immediately to the sales manager

3. Product knowledge:

- Knowledge of customer base
- Ensure all product knowledge training is attended
- Ensure all MBSA standards are known and adhered to
- Stay abreast of new developments in marketplace

- Understand Warranty procedure

3. Administration:

- Adhere to company credit procedures
- Call sheets completed timeously
- Load applications on Signio for the F&I Managers to access and develop.
- Keep the VMG system permanently updated at all times with the outcome of the leads and transactions

Requirements:

- Minimum Grade 12
- Computer Literate (preferably experience in the use of VMG)
- 3-5 years' experience in the same or similar position.
- Knowledge of motor industry preferable
- Drivers licence a bonus

Skills and personal attributes:

- Integrity
- Teamwork
- Negotiation skills
- Follow through skills
- Self-driven and resilient
- Customer responsiveness
- Ability to cope with pressure
- Interpersonal skills (emotional maturity/cross functional collaboration)

Company Description

An upmarket Dealership with a friendly family atmosphere, a driven team and more than adequate stock for every taste and budget

Posted on 17 Apr 11:37, Closing date 16 Jun

Apply by email

General Manager
sales@lisacars.co.za

Or apply with your Biz CV

Create your CV once, and thereafter you can apply to this ad and future job ads easily.

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