

Car Sales Executive

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Company: Pybus Recruitment

Location: Edenbridge

Category: other-general

Job Title: Sales Executive - Premium Car Brand

Location: Edenbridge, TN8 5NG

Salary: £23,100 + car + bonus – Realistic OTE of £60,000

Full-Time and Permanent – the role will involve working regular weekends

Our client is an automotive retailer representing prestigious car Brands, they have a total of 30 businesses providing sales, service, and accident repair services across Sussex, Surrey, Kent, and Hampshire.

Established in 1931, they are a successful and progressive third-generation family-owned business.

They are now actively looking to recruit a Sales Executive for their premium and luxury dealership in Edenbridge.

Job Purpose.

The role of the Sales Executive is to Sell the manufacturer's range of new and used car products meeting agreed sales volumes.

Key Responsibilities:

Follow precisely and consistently the manufacturer sales process including meeting inquiry management targets.

Understanding of manufacturer mystery shopping criteria and ability to apply this knowledge when dealing with customers.

Ensure the showroom, displays, customer information, sales activities, vehicle documentation, and other relevant information are kept and maintained accurately and comprehensively to the required manufacturer standard. To include the availability of brochures and display of manufacturer vehicles.

Using various sources, prospect for new and used car customers on a regular basis to create sales opportunities. Through the effective use of a follow-up process, maintain regular contact with all new and existing customers to ensure relationships are maintained for potential (repeat) business.

Maximise sales opportunities by offering finance solutions to customers, as well as adhering to the FCA guidelines at all times with regard to portraying financial information and regulated activities.

Manage the preparation and handover of sold vehicles to customers ensuring that the customer is given a full briefing on the operation of the vehicle and its controls including introducing customers to the aftersales department.

To participate in planning sales campaigns and promotions to maximize sales penetration and take part fully in on and off-site promotions run by the department.

Carry out accurate appraisals of all vehicles offered for a part exchange.

The Ideal Candidate:

Experience in delivering first-class customer service in a customer-facing environment, ideally within an automotive.

Excellent communication skills.

Drive to exceed targets.

Influencing and negotiation skills, having the ability to identify and close the sale.

Full and valid driving license.

Benefits:

Company Car.

Bonus/Commission.

25 days holiday.

Company Discounts.

Pension.

Please only apply for this role if you are happy to work regular weekends.

To apply for this role please submit your full and up-to-date CV to Jonathan at Pybus Recruitment.

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Cross References and Citations:

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