

Sales Executive

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Company: Harwoods Ltd

Location: Edenbridge

Category: other-general

Sales Executive benefits package for 2024 at Edenbridge Land Rover

Job Benefits

- Basic Salary of £23,100 per year
- 25 days annual leave + 8 Bank Holidays.
- Company pension scheme
- Employee referral programme
- Working Pattern and applicable rotas
- Annual bonus potential
- Company Car – BIK Scheme
- Manufacturer training
- Harwoods Academy
- FREE parking

Job Description

- Follow precisely and consistently the manufacturer sales process including meeting enquiry management targets.
- Ensure the showroom, displays, customer information, sales activities, vehicle documentation and other relevant information is kept and maintained accurately and comprehensively to the required manufacturer standard, including 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 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 always with regard to portraying financial information and regulated activities.
- To participate in planning sales campaigns and promotions to maximise 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 part exchange.

The Harwoods Way

Harwoods Group is a values led, family owned automotive retail group that was founded in 1931. Our values are lived and breathed by all of our colleagues to enable industry leading customer experience and colleague engagement, as detailed below:

We Treasure our people and our customers

We challenge ourselves to grow & improve

We grab responsibility

We run in the same direction as one team

We inject energy and fun into our work

We are a top 30 automotive dealer group, as ranked by annual turnover on AM100, representing the following brand partners:

Bentley, McLaren, Aston Martin, Jaguar, Land Rover, Audi, Volvo, INEOS, BMW & Mini (Service), MAN

We operate across 6 counties in the South East of England, namely:

Surrey, East Sussex, West Sussex, Kent, Wiltshire, Hampshire

With a high colleague engagement score of 72%, Harwoods Group has a real differentiator with our industry leading people development programme, including: recruitment and selection; onboarding; induction; probation; lets talk one to ones; Harwoods Academy; succession and development; colleague recognition

After continued growth, we now operate with circa 1,100 colleagues across circa 28 state of the art facilities.

We demand the best for our colleagues and our customers and look forward to your application at [style=color: rgb\(0, 0, 0\);>](#)

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