

## Sales Executive

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Company: Jago Consultants

Location: United Kingdom

Category: other-general

### Job Description

Sales Executive Vacancy!!!

My client is looking for an energetic, focused Sales Executive to work in their showrooms in Plymouth. Although experience would be an advantage, a willingness to listen, learn and succeed is a must. You will need to have delivered exceptional customer experience and have a desire to spend quality time with customers, building rapport and selling all our products. Full training will be given on our cars and systems.

A competitive basic and generous bonus package are on offer for the right candidate. If you feel you are the right person who can make a name for themselves then we want to hear from you!

As a Sales Executive, you will be accountable for identifying and developing prospects, working with individual customers to understand their needs, to guide them towards the most appropriate product and agree the sale.

Your day will include:

Demonstrating the most suitable options to the customer, understanding and adapting to their buying strategy and encouraging them to experience the product through test drives.

Agreeing the price and payment method and any finance arrangements with the customer direct, working within company guidelines.

Positively participating in training and development opportunities to assist the Group in achieving its aims and objectives.

Liaising with Sales Administration to ensure product availability fits with customer's expectations, places the order, updates customer records and schedules any complementary Services/additional work to be completed on the vehicle before the delivery date.

Ensuring that each delivery is followed up with a personal call to check the customer is happy. Maintains contact with customers to build relationships and future business.

Planning and organising own daily selling activity – for example by telephoning sales prospects (previous/existing customers or general enquiries) to obtain new business.

Works with colleagues and other teams across the dealership to provide a seamless service to customers.

Have you got what it takes?

Able to plan, organize self and meet agreed work deadlines.

Able to assimilate information quickly and provide considered responses.

Strong work ethic and adaptability to change.

Attention to detail and maintaining good, accurate quality of work.

Ability to work to tight deadlines to achieve business needs.

Able to react positively to organizational and market changes.

PC, Microsoft, and web literate.

Hours of work:

Monday to Friday 08:30 to 18:00 (regular day off in the week, one hour lunch)

Saturday 08:30 to 17:00 (3 in 4 rota, plus one hour for lunch)

Sunday 10:00 to 16:00 (2 in 4 rota)

Bank holiday (1 in 2 rota)

What is in it for you?

£25,000 basic (£50k OTE), plus uncapped commission and company car

Full training and support to help you immerse yourself in the role and the company's values.

30 days holiday, inc. Bank Holidays, plus additional holiday entitlement as recognition of length of service at 5, 10, 15, 20 years anniversary.

Birthday day off

Discounted MOTs, Service & Parts.

Recommend a Friend Bonus/ Introducing a Customer Bonus.

Life Assurance Benefit.

Contributory Pension Scheme.

BEN – Employee Assistance Programme.

Excellent development opportunities to learn & grow with Snows.

Role dependant – toolbox insurance

Is this vacancy not quite what you're looking for? Give me a call and hear about the other vacancies we have within the Auto trade!

Do you know someone who might be right for this position? Refer a friend or colleague, and earn yourself a referral fee. Please see our website for more details.

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