

## Sales Manager

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Company: GSF Car Parts

Location: United Kingdom

Category: other-general

### About The Role

At GSF Car Parts, our Sales Managers' passion to support the branch team and assist the General Manager with day to day duties is paramount. As the Sales Manager, you will be responsible for helping to lead, and work alongside the Sales Advisor team, boosting branch sales, customer relationships and hitting monthly sales targets.

As the Sales Manager, it is important that alongside the General Manager, you will be proactive and positive towards branch and Company promotions and initiatives; leading on our aim to be the best supplier, employer and customer within our industry.

### Main Duties include:

Daily Sales, Margin and Profit Performance to ensure the team/branch is staffed to deliver budget daily

Measure and Manage Sales Advisors against their KPI's

Daily Communication with the Team to include team briefs, updates on performance and constructive feedback where customer standards aren't being met

Recognise excellence with constructive feedback and use positive communication to engage the team

Engage the team to believe in achieving branch goals and challenge any disruptive behaviour

Ensuring the team are delivering excellent customer service and continuously keeping the Branch Manager up to date

Ensure our team delivers a solution where we have not met customer service requirements

Instil a solution based customer service mentality

**Working hours**(average) hours Monday to Friday, including alternate Saturday working

### **About You**

The ideal Sales Manager will have experience of working in a strong, sales, target driven environment, providing excellent customer service.

### **What you'll need to succeed:**

Display qualities to manage and motivate a diverse team

Driven to achieve

Able to set high standards of work and appearance

Be focused on delivering excellent customer service

Confident and capable of leading by example

Good interpersonal and leadership skills

Ideally have experience of P&L Management, commercial management exposure

Previous use of MAM or Allicat is desirable

Automotive knowledge would be helpful, but isn't essential

**What we'll offer:** Benefits at GSF Car Parts are designed to support all aspects of our team members life throughout their career. Whether that's their health, wealth or everyday lifestyle, we are here for our team members and their loved ones and there is something for everyone!

To name a few of our benefits we offer:

Opportunity to earn a performance based bonus as part of this role

days annual leave (including bank holidays) plus the opportunity to earn up to 5 more with time-served

Free flu vaccine

Health & wellbeing tools

Free support from pension experts

Life assurance scheme

Discounts from 's of household names including Asda, Nike & John Lewis

A suite of financial wellbeing products including advances and savings schemes

Paid time off to volunteer

Training qualifications and career progression opportunities

## About Us

GSF Car Parts is one of the UK's leading automotive parts distributors, supplying thousands of independent garages throughout the UK and Ireland with parts, tools, garage equipment and specialist training. The group has over branches nationwide and a turnover exceeding £ million. Built on the heritage and success of a dozen local brand identities acquired over several years, we have traded as one brand since November 1. Our branch network is bolstered by centralised support and expertise from specialist departments in key areas such as procurement and supply chain, marketing and national accounts. The business also benefits from integrated IT systems, which include our industry leading catalogue system, Allicat, and access to the Group's national garage programme, Servicesure.

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## Cross References and Citations:

1. [Sales ManagerRussiajobs](#) [Jobs United KingdomRussiajobs](#) ↗
2. [Sales ManagerWorkjobs](#) [Jobs United KingdomWorkjobs](#) ↗

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