

**Car Sales Executive****Price £0****AD**Ad URL: <https://loot.com/15955520>

Ad reference number #15955520

**DEALER**

Mercedes-Benz

[info@adview.online](mailto:info@adview.online)**DESCRIPTION**

Ad Type:	Offered
Posted on:	29/09/2020, 03:58

**DESCRIPTION**

We are currently looking to recruit a Sales Executive to join our sales team at our Mercedes Dealership in Lincoln. You will not only be responsible for selling vehicles but also value added products.

Positions include a basic salary of £20,000, plus the use of company car and an attractive OTE of £52,000.

We will offer you extensive training, together with all the help and support you need to fulfil your potential in becoming a manager in the future.

The role and responsibilities include:

- Customer Satisfaction (CSI): You will build trust, communicate effectively and exceed our customer's expectations, whilst providing a service-based experience. In essence you will ensure that our customers buying experience is industry leading.
- Maximising Opportunities: Through prospecting, following-up calls, in-bound telephone enquiries, walk in prospects and Internet enquiries you will be developing Customer Relationships through qualification and creating an effective first impression.
- Maximising Profit: By following the sales process and achieving the monthly KPI's for unit sales, profit per unit, finance penetration and add-on products.
- Data Quality and FCA Compliance: To accurately and vigorously collect all customer contact and vehicle data (adhering to the Company's FCA obligations) in order to maximise the quality and content of the customer

**Car Sales Executive****Price £0**

database.

What we're looking for:

- This role would ideally suit someone who has previously worked as a Trainee Car Sales Executive, Car Sales Executive, Commercial Vehicle Sales Executive, Business Manager or Sales Manager.
- However you don't just need to be from the motor industry; as a successful sales person you will be able to demonstrate an ability and record of achieving and exceeding targets.
- Unlimited confidence, resilience, drive, energy and talent.
- A well-presented individual with a desire, character and attitude to succeed.
- The ability to quickly establish and build rapport with our customers.
- You will possess a valid UK drivers licence.
- Typically your working hours are between 8:30 and 18:30 Monday - Saturday with a day off in the week and working Sundays on a rota basis 10:00 - 16:00.

In return for your hard work, we'll support you with coaching & development every step of the way. Also, to reward your commitment you'll get:

- 25 days holiday plus bank holidays
- Pension scheme
- Health & wellbeing benefits
- Group life insurance
- Company car schemes
- Staff discount on car servicing
- Listers Benefits - discounts on retailers, restaurants, cinemas & holidays
- Long service and loyalty incentives
- Staff referral scheme
- In-house, manufacturer & professional qualifications