

About the Job

Are you a successful Sales Executive, Sales Professional or Automotive Sales Executive looking for a new challenge?

You will be working with our Sales team within an established multi franchise car dealership based in Fareham on a full time, permanent basis.

About the role

This is an excellent opportunity for an experienced Sales Executive to work for one of Hampshire's most successful family run automotive firms. The role includes:

- Completing orders, returning email/telephone calls. Other administrative functions include processing transaction paperwork
- Follow up with existing and potential customers to generate leads and close sales
- To achieve monthly sales targets for New and Used vehicles, achieving the minimum profit targets
- To achieve monthly sales targets for additional profit centres including finance and insurance
- Identifying and targeting prospective clients
- Making appointments to discuss prospects and client's needs

Person Specification:

About You

To be part of our team, you'll need to care about our business, our customers, our brand, and your colleagues. You will have a passion to deliver a high standard of customer service, excellent telephone and face to face communication skills, bags of personality, and a positive and proactive approach to problem solving. You'll ideally be able to demonstrate a proven track record of consistently achieving sales targets, and take personal responsibility for performance, and lead development.

You will also have strong computer skills, and the ability to organise and prioritise work. An attention to detail is key as is a full clean driving licence.

Applicants should live within a commutable distance of Fareham

The successful candidate will enjoy a competitive salary (dependent on experience), and a sector leading bonus scheme. Full manufacturer training will also be available (applicants should be able to attend off site training courses which may include the occasional overnight stay).

If you are looking to join a growing company that can offer excellent rewards, then you need to apply for this position now.

If you would like to be considered for this opportunity please apply here and we will be in direct contact. Due to the volumes of applications often received we are unable to respond to everyone. Therefore, should you not hear from us within 2 weeks of making your application, please assume that it was unsuccessful on this occasion