



Sales Advisor - Automotive

Description

As a Sales Advisor at Viking Motors, you will play a crucial role in helping customers find the perfect vehicle to meet their needs. You will be responsible for providing a high level of customer service, understanding customer needs, presenting product options, and closing sales. This position requires a proactive approach, excellent communication skills, and a deep understanding of our GM vehicle lineup.

Duties

- **Customer Engagement:** Greet customers promptly and professionally in the showroom and on the lot. Build rapport and establish trust through active listening and personalized service.
- **Needs Assessment:** Conduct thorough needs assessments to understand customers' vehicle preferences, budget, and lifestyle requirements. Provide expert advice and recommendations based on these assessments.
- **Product Knowledge:** Maintain comprehensive knowledge of the full GM vehicle lineup, including features, specifications, pricing, and promotions. Stay updated on new models and technological advancements.
- **Test Drives:** Arrange and accompany customers on test drives, highlighting key features and benefits of the vehicles. Address any questions or concerns customers may have.
- **Sales Process Management:** Manage the sales process from initial contact to final delivery.

Closing Date

January 17, 2025

Categories

Rural Opportunities

Employer

Viking Motors

Location

Rural

Address

MB-68 &, Main St
Arborg, R0C 0A0

Job Type

Full-time

Education Level

High School

Wage

\$40,000.00 -
\$90,000.00

Prepare and present financing options, trade-in evaluations, and negotiate terms to achieve mutually beneficial agreements.

- **Customer Follow-Up:** Conduct post-sale follow-ups to ensure customer satisfaction, address any issues, and foster long-term relationships. Encourage repeat business and referrals.
- **Team Collaboration:** Collaborate with the finance, service, and management teams to ensure a seamless customer experience. Participate in sales meetings and training sessions.
- **Sales Targets:** Meet or exceed monthly and quarterly sales targets and performance metrics. Contribute to the overall sales goals of the dealership.

Qualification

- **Experience:** Previous sales experience in the automotive industry or a related field is preferred. Experience with GM vehicles is a strong asset.
- **Communication Skills:** Excellent verbal and written communication skills. Ability to effectively present information and respond to customer inquiries.
- **Customer Service:** Demonstrated commitment to providing exceptional customer service. Ability to handle customer concerns with empathy and professionalism.
- **Interpersonal Skills:** Strong interpersonal skills with the ability to build and maintain relationships with customers and team members.
- **Product Knowledge:** Passion for the automotive industry and a deep understanding of GM vehicles.
- **Technical Skills:** Proficiency with computers and dealership management software (e.g., CRM systems).
- **Adaptability:** Ability to work in a fast-paced environment and adapt to changing priorities.
- **Valid Driver's License:** Must hold a valid driver's license with a clean driving record.

Email

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