Pre-Owned Cars Sales Manager

Remuneration:	R15000 - R100000 per month basic plus commission
Benefits:	Tool of the trade , Co Car, petrol , Cellphone allowance
Location:	Johannesburg, Meadowdale, Germiston
Education level:	Matric
Job level:	Mid/Senior
Type:	Contract
Reference:	#NVCLCM
Company:	LisaCars PTY(Ltd)

Looking for active, energetic enthusiastic and professional candidates. The successful candidate for this role is to be dynamic, adaptable and seeking an opportunity to advance their career.

Be part of a team in which trust, passion for success and high motivation are very important.

Responsibilities and duties:

- Must currently be a used car manager in a reputable group, selling at least between 20 and 30 units a month.
- Must have experience in lead management. Excellent business and financial acumen. Manage a team and customers professionally.
- Excellent sales numbers. Assertive, good motivator, can evaluate stock.
- Knows the market well. Honest and diligent. SA citizen / Must stay in area or surrounding.

Experience:

- Selling 20-30 cars a month: three years (preferred)
- Reaching sales targets: three years (preferred)
- Develop and maintain strategies to drive revenue and profitability and to achieve budgeted figures.
- Establish and maintain adequate and skilled staff to meet given sales requirements throughout the business, according to financial resources available and in line with overall company target objectives.
- Provide maximum staff efficiency to create profitability for the company.
- Maintain strict and effective control of expenses in line with budget objectives.
- Maximise company profitability through the sale of vehicles and VAPS
- Effective management of vehicle stock to avoid vehicles ageing excessively.
- Ensure the Dealership attains a given overall net profit per month in line with budget requirements.
- Continually monitor the financial situation on a daily/ weekly basis to achieve financial objectives via sales, service, customer satisfaction and retention.
- Maintain a high level of customer satisfaction whilst maximising profits.
- Continuous drive for customer satisfaction and ensure satisfactory CSI levels are constantly achieved.
- Ensure that all customer invoices have been correctly prepared and submitted for completion.
- Examine daily/ weekly/ monthly debtors ensuring collection of outstanding monies.
- Analyse all training requirements and related costs in conjunction with senior management, to
- provide a satisfactory staff training development program.
- Establish and agree on labor and staff requirements with directors and senior management.
- Ensure training needs are catered for in order to bring about job satisfaction and performance via

- career path and succession planning to improve overall efficiency.
- Issue job descriptions and regular performance appraisals and ensure appropriate action taken
- based on results.

Minimum requirements:

- Valid drivers licence (non-negotiable)
- Excellent communication skills: telephonic, face-to-face etiquette
- Matric or higher (non-negotiable)
- Previous management experience with a proven record (non-negotiable)

Qualification as an F & I would be an advantage.

- People skills
- Grade 12 qualification/ equivalent.
- Relevant tertiary qualification preferred.
- A 360-degree strategic understanding of the retail motor vehicle industry.
- Minimum 3-5 years' experience in a sales Manager position.
- Sound financial conceptualisation and management.
- The ability to manage and motivate staff.
- Clean criminal record
- Experience within the used car market not negotiable.
- Good verbal and written communication in English.

Send detailed CV with commission sheets, should you believe you are able to fulfil this position.

Salary: Earnings up to R100,000.00 per month

Salary: R15,000.00 - R100,000.00 per month

Education:

High School (matric or higher is a nonnegotiable)

Experience:

Sales: 3-5 years

Ability to CommuteWe offer:

- We ensure stability and excellent short- and long-term growth potential.
- Competitive basic salary with an excellent commission structure for those who go the extra mile.
- A friendly family working environment

Company Description

An upmarket Dealership with multiple branches, a friendly family atmosphere, and a winning team dedicated to stellar customer experience. .
More than adequate levels of stock to meet any taste and budget.

Posted on 17 Apr 11:30, Closing date 16 Jun

Apply by email

General Manager
sales@lisacars.co.za

Or apply with your Biz CV

Create your CV once, and thereafter you can apply to this ad and future job ads easily.

Apply

For more, visit: https://www.bizcommunity.com