



Position: Used Vehicle Sales Executives
Business Unit: NMI
Location: Audi Centre Century City
Reporting to: Sales Manager

Overview: Job purpose and deliverables

Core purpose of the role

The core purpose of this position is to meet and exceed targets and customer expectations at every phase of the selling process. To be successful in the role, you would have a passion for the business, up to date product knowledge, have the ability to follow up on leads and have an excellent closing ratio. You will have a professional personal image and will have a drive to meet targets in terms of units, profit and CSI/CCS targets.

Key deliverables and outputs

- Utilise the lead management system and web based initiatives, use various methods of researching markets and gathering sales leads and follow up and pursue sales leads.
- Make contact with existing or potential customers on the telephone, build a positive relationship with existing or potential customers, and create customer interest in the products and services.
- Negotiate the sale, handle objections and close the sale.
- Manage the trade-in.
- Use the correct sales administration procedures after the customer has signed the offer to purchase.
- Ensure that the pre-delivery inspection process has been followed correctly, do own quality check to ensure the car is clean and deliver the vehicle to the customer.
- Develop sound relationships with the manufacturer's representatives and keep up to date with all manufacturer programs.
- Maintain effective oral and written communications with customers and work colleagues.
- Create and maintain professional working relationships.
- Protect the company against risk.

Overview: Essential individual competencies to be successful in the job

Academic qualifications

Essential:

- Matric Certificate
- Unendorsed driver's license
- A marketing or finance diploma/degree will be an advantage

Personal Attributes

Essential:

- Organizational awareness
- Concern for customer service
- Entrepreneurial drive
- Business acumen
- Concern for standards
- Interpersonal sensitivity
- Concern for communication
- Self-confidence

Work experience

Essential:

- Willingness to work flexible hours/overtime
- Work Experience in an Audi Dealership is preferable

Requirements:

- Willingness to work flexi hours/overtime
- Proof of targets/units/GP achieved 6 months
- 3-5 years' experience

APPLICATIONS MUST BE FORWARDED TO: Recruitment@nmi.co.za

Ref: NMI/2830

ON, OR BEFORE: 11 December 2023

When submitting your application please indicate the Vacancy, Location & Ref Number you are applying for in the email subject line

Should you not receive a response in 10 days, please consider your application as unsuccessful. Selection will be done in Terms of the company's Employment Equity Policy

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