

Position: Service Advisor
Business Unit: Toyota
Location: Stellenbosch
Reporting to: Service Manager



Overview: Job purpose and deliverables

Purpose of the role: The core purpose of this position is to maintain excellent service levels and maintain sales levels as required by budget. To be successful in the role, you would have a passion for customer satisfaction and building good relationships and acting as an advisor to your clients. You would be assertive but remain diplomatic in your approach, and maintain productivity levels and up-selling

Key deliverables and outputs:

- Offer all possible add-on sales to increase revenue and maintain an optimized parts sales ratio
- Obtain all relevant & accurate information from the customer; follow-up with customers for whom parts were ordered
- Ensure that warranty work is done in line with manufacturer's warranty policies & procedures
- Adhere to dealership policies/procedures
- Confirm payment method and obtain payment authorization before work starts
- Adhere to all Franchise Core Standards
- Ensure adherence to procedures and time requirements
- Monitor and control cash sales outstanding, correct payments obtained and debtors queries controlled
- Keep the customer informed of progress at all times and follow on work required; customer contacted at least twice in course of the day
- This position also cost Job Cards and ensure accuracy at all times, and maintain effective liaison and professional relations with workshop staff
- WIP to be kept under 30 days
- Road side assistance and Workshop M4T adherence rate are met as per manufacturer's requirement on all brands and ensuring time stamps are updated,
- Ensuring that RNR app is updated
- All dealer breakdowns authorized and orders issued timeously
- Standby roster to be maintained
- Standby job cards to be amended and updated daily
- MB Uptime to be managed

Overview: Essential individual competencies to be successful in the job

Academic qualifications:

- Matric Certificate
- Unendorsed driver's license

Work experience:

- Computer literacy
- Kerridge systems experience is essential
- Warranty policies and procedures
- Ability to up-sell
- 2 – 3 years' experience

Knowledge and Skills:

- Kerridge systems experience is essential
- EVA

Behavioural Attributes:

- Fluent, clear English communication;
- Ability to handle difficult customers;
- Customer service orientation
- Ability to build positive relationships;
- Helpful and supportive behaviour in interactions
- Professional telephonic etiquette;
- Ability to up-sell
- Attention to detail

Level of Decision-Making

Decision making takes operational trends and business plan into account and generates multiple possibilities that involve trade-offs and juggling of multiple variables (budget, people, technology).

Level of Problem Solving

Problem solving requires specialist and/or highly technical ideas/concepts.

APPLICATIONS MUST BE FORWARDED TO: ON, OR BEFORE: 05 April 2025

Email: Recruitment@nmi.co.za

Please use reference number: Service Advisor Toyota Stellenbosch

Any internal employee who considers this opportunity must inform his/her manager prior to applying/attending an interview.

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