

Position: New Vehicles Sales Manager
Business Unit: NMI Ford
Location: Pinetown
Reporting to: Dealer Principal



Overview: Job purpose and deliverables

Purpose of the role: The core purpose of this position is to manage the sales team in order to sell the maximum number of vehicles at optimum profitability whilst ensuring customer satisfaction and growing market share.

Build trusting relationships, both with employees and clients. You will have a strong understanding of customer expectations.

To be successful in the role, you will be an inspiring & disciplined leader, target driven and excel at managing a sales team that achieves financial & volume targets.

Achieve profitability targets through proper inventory management and managing cashflow parameters as per NMI stock and cashflow policies.

Manage & increase leads via marketing platforms i.e. vehicle retail websites, social media, events and workshop.

Key deliverables and outputs:

- Identify opportunities and build the market share within your own area of responsibility.
- Have a thorough understanding of the key New Vehicle functions to ensure optimal performance in supporting the New Vehicle Sales targets.
- Manage stock control processes effectively. Manage financial risk and inventory security through effective stock control processes
- Manage the sales process to satisfy the customer's needs, ensuring CSI targets are met continuously
- Utilise NMI & FORD OEM systems by following procedures, and ensure these are followed by your team as well.
- Recruit, appoint and develop staff, continuously monitoring performance, and address issues of concern.
- Lead the team to develop and maintain positive working relationships and reach objectives
- Understand and implement NMI value-based management principles.

Overview: Essential individual competencies to be successful in the job

Academic qualifications:

- Matric Certificate
- Unendorsed driver's license
- Diploma/degree will be an advantage

Work experience:

- 3-5 years' experience in New Vehicle Management
- Understanding of and proven ability to achieve financial benchmarks & targets

Knowledge and Skills:

- Sales and marketing principles
- Lead management
- People management
- Financial key indicators
- Computer and DMS systems
- Product knowledge

Behavioural Attributes:

- Customer relationship skills
- Financial management
- Interpersonal skills
- Communication, presentation
- Coaching skills
- Planning and organizing
- Target Driven
- Remain resilient with stress and pressure
- Inspiring leader
- A concern for financial goals, results to ensure business viability
- Building trusting relationships (staff, customers)
- A strong drive to create value for the customer, company & shareholders

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: New Vehicles Sales Manager Ford Pinetown

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