

Position: New Vehicle Sales Manager
Business Unit: NMI Barons Woodmead
Location: Woodmead
Reporting to: Dealer Principal



Overview: Job purpose and deliverables

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:

- Analyze the SA motor market and dealer operations, identify opportunities and build the market share within your own area of responsibility.
- Have a thorough understanding of Key Financial Indicators, and manage these to ensure optimal performance within the New Sales division.
- Manage financial risk and inventory security through effective stock control processes
- Manage the sales process to satisfy the customer's needs, ensuring CEM targets are met continuously
- Use NMI Retail & OEM sales systems and procedures, and ensure these are followed by your team as well.
- Recruit, appoint and develop staff, continuously monitoring performance, and addressing issues of concern
- Lead the team to develop and maintain positive working relationships and reach objectives

Overview: Essential individual competencies to be successful in the job

Academic qualifications:

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

Work experience:

- Experience in the field in a management capacity in a similar role

Knowledge and Skills:

- Sales and marketing principles
- People management
- Financial key indicators
- Computer and DMS systems
- Product knowledge
- Customer relationship skills
- Financial management
- Interpersonal skills
- Communication, presentation
- Coaching skills
- Planning and organizing

Behavioural Attributes:

- Concern for customer service
- Interpersonal sensitivity
- Persuasiveness
- Development orientation
- Concern for communication
- Entrepreneurial drive
- Business acumen
- Concern for standards
- Reliability
- Self Confidence

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: 22 May 2025

Email: Recruitment@nmi.co.za

Please use reference number: New Vehicle Sales Manager Barons Woodmead

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