

Position: Used Vehicle Sales Manager
Business Unit: Toyota Kuilsriver
Location: Kuilsriver
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 used vehicles at optimum profitability whilst ensuring customer satisfaction and growing market share. To be successful in the role, you will be an inspiring leader, be target driven and excel at building trusting relationships, both with employees, external & internal suppliers and clients. You will have a strong understanding of customer expectations

Key deliverables and outputs:

- Retail both used vehicles & demonstrators via the Digital Sales Platform and dealer own used vehicles & demonstrators (Includes 2nd Tier vehicles).
- Maintain optimum stock levels of used vehicles to maximises gross profit and achieve targeted profits for used vehicle department.
- Manage an efficient valuation process of potential trade-ins, buy-ins and internal vehicles to maximize retail opportunities for both new and used vehicles.
- Analyse 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 of the Used Vehicle Department.
- Manage financial risk and inventory security through effective stock control processes.
- Manage the sales process to satisfy the customer's needs, ensuring Voice of the Customer (VOC) targets are met continuously.
- Efficient understanding and use of NMI & 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 effectively to develop and maintain positive working relationships and reach objectives.
- Understand and implement value-based management principles.

Overview: Essential individual competencies to be successful in the job

Academic qualifications

- Matric Certificate
- Unendorsed driver's license
- A marketing or finance diploma/degree

Work experience.

- 3-5 years' experience in the field in a management capacity
- Understanding of and proven ability to achieve financial benchmarks & targets

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
- Target Driven

Behavioural Attributes

- Concern for customer service
- Interpersonal sensitivity
- Persuasiveness
- Development orientation
- Concern for communication
- Entrepreneurial drive
- Business acumen
- Concern for standards
- Reliability
- Self Confidence
- People orientation
- Decisiveness
- Commitment for behaving correctly and ethically
- Enthusiasm for learning, sharing and growing.
- Inspirational leadership

Level of Decision-Making	Level of Problem Solving
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).	Problem solving requires specialist and/or highly technical ideas/concepts.

APPLICATIONS MUST BE FORWARDED TO: ON, OR BEFORE: 18 July 2025

Email: Recruitment@nmi.co.za

Please Use Reference: Used Vehicle Sales Manager - Toyota Kuilsriver

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