

Position:
Business Unit:
Location:
Reporting to:

Used Vehicle Sales Executive
Garden City Commercials
Bloemfontein
Dealer Principal



Overview: Job purpose and deliverables

NMI is seeking a Used Vehicle Sales Executive to present our pre-owned range, engage clients in informative test drives, and guide them confidently through the buying process.

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 need to have a passion for the business, up-to-date product knowledge, the ability to follow up on leads, and 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 your 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

- Matric Certificate
- A marketing or finance diploma/degree will be an advantage
- Code 14 / PDP

Work experience

- Willingness to work flexible hours/overtime
- 5 years-experience in commercial vehicle industry

Knowledge and Skills

- Excellent selling skills
- Product knowledge or the ability to quickly acquire
- Have an established database of customers
- Knowledge of systems and service process procedures
- Highly developed persuasive and influencing communication skills
- Solid problem solving and communications skills
- Computer, technology and systems

Behavioural Attributes

- Commitment to behaving ethically and correctly
- Remain resilient with stress and pressures
- Inspiring leader
- Target driven
- A concern for financial goals, results to ensure business viability
- Building trusting relationships (staff, customers)
- A strong drive to create value for the customer
- Ability to integrate successfully into entire dealership
- Ability to add value to dealership and organization on all levels
- High level on work attendance and target achievement

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: 25 July 2025

Email: Recruitment@nmi.co.za

Please Use Reference: Used Vehicle Sales Executive – Garden City Commercials

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