Position: **New Vehicle Sales Manager**
Business Unit: **Toyota**
Location: **Kuilsriver**
Reporting to: **Dealer Principal**

Overview: Job purpose and deliverables

NMI is looking for a **New Vehicle Sales Manager** to lead a high-performing sales team, implement strategies, manage stock, and drive profit and CSI. If you are a results-driven leader with strong negotiation and coaching skills, apply today.

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. To be successful in the role, you will be an inspiring leader, be target driven and excel at building trusting relationships, both with employees and clients. You will have a strong understanding of customer expectations.

Key deliverables and outputs:

- 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 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 CSI targets are met continuously
- Use 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 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
- A marketing or finance diploma/degree will be an advantage

Work experience:

- Experience in the field in a management capacity

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	Level of Problem
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: 24 November 2026
Email: Recruitment@nmi.co.za
Please use reference number: New 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