

## **Job Description**

Do you have a passion for sales? Do you have a passion for motorhomes? Do you want to help people spend their leisure time having amazing motorhome adventures? If you have excellent sales skills and are looking for a new challenge, then why not come and join the Highland Campervans sales team in their franchise business.

We are looking for someone with energy and drive, but also good interpersonal and organisational skills to help our customers create amazing memories. You will be joining an award-winning sales team who strive to provide the best customer experience. Competitive basic salary plus commission and a great work/life balance.

With a basic salary of £22,500 the OTE is a realistic £28,000 - £30,000 pa

### **Reporting to the Sales Manager you will:**

- Build rapport with potential customers and gather accurate information to progress sales leads.
- Respond to enquiries regarding vehicles for sale, providing detailed verbal and written information to prospective buyers.
- Visit customers at their homes to carry out an appraisal, prepare the vehicle for advertising, including taking detailed photographs and video tours.
- Advertise vehicles for sale across all online marketing platforms.
- Confidently carry out negotiations between seller and buyer.
- Conduct detailed handovers, including demonstrating all features and benefits of the vehicle.
- Maintain various customer management databases to ensure efficiency, contacting customers with a view to developing future business.
- Take ownership of all leads and support the flow of leads with telesales
- Proactively seek feedback and customer reviews.
- Maintain an extensive and up-to-date knowledge of the leisure vehicle industry.
- Ensure timely and accurate completion of all relevant vehicle sales documentation, including purchase agreements and DVLA forms both hard copy and in digital format.
- Identify and plan campaigns and promotions to maximise sales, including a digital strategy.
- Work closely with other departments, providing assistance where needed to enable the small team to function well.
- Achieve and strive to exceed all monthly and annual sales and associated product targets.
- Represent the business at selected trade shows, manufacturer product launches and events and exhibitions throughout the year.

- Provide an exceptional customer service throughout the sales process so all customer expectations are met and exceeded.
- Remain calm under pressure, reacting well to change and staying positive despite setbacks.
- Take pride in the quality of your work.

**Essential Skills:**

- Experience gained from a sales environment preferably automotive, but at least 2 or 3 years experience
- Excellent negotiating and closing skills
- A smart appearance and excellent interpersonal skills
- Be capable of delivering first class customer service
- Plenty of enthusiasm and self-motivation
- The ability to work on your own initiative
- A strong motivation to achieve sales targets
- An excellent eye for detail
- First class administration and IT skills
- Excellent listening and verbal communication skills
- A full and valid UK driving licence.

**Desirable Skills:**

- Previous experience of campervans, motorhomes or caravans
- Used to working in a targeted sales environment
- Sound knowledge of sales processes
- Willingness to attend training courses/interest in personal development
- A good eye for figures
- An understanding of general business acumen

**Starting date:**

As soon as possible (or other date by negotiation)

**Type of contract:**

Full-time or part-time position available.

**Hours of work:**

36 hours per week if full time.

Flexibility will be required around travel to location of the vehicles, pool car available for off-site appointments.

Weekend work is mandatory throughout the year as is attendance at trade shows and events. You will not be expected to work in excess of allocated hours.

Job Types: Full-time, Permanent

Salary: From £22,500.00 per year

Benefits:

- On-site parking
- Work from home

Schedule:

- Day shift

Supplemental pay types:

- Commission pay

Experience:

- Sales: 2 years (required)

Expected start date: ASAP