



**Job Title:** Motorhome Sales Advisor (MSA122)

Are you a self motivated individual looking to join an award winning team? Do you have ambition and pride yourself in delivering a top quality customer experience? Working on your own initiative, but as part of a team, you will organise your work load and database to achieve your sales targets and can work flexibly including some travel across Scotland. You will be joining a friendly hardworking team within an established business, you should be confident, approachable with a great eye for detail and high standard of work.

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.
- 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  
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, permanent contract.

**Hours of work:** 36 hours per week. 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.

**Salary:** £22,500 per annum plus Sales bonus scheme

**Other Benefits:** Company pension scheme (subject to eligibility)