

Job Description: Business Development Consultant

Reporting to: Sales Director

Hours of Work: Monday to Friday – 8am – 6.00pm
Saturday – 8am – 3pm
Rota Basis

Due to the nature of this being a sales role, you will be required to have flexibility with these working hours to ensure targets are met and customers are provided with the best possible service

Starting Salary: £16,000 plus commissions of 10% of net profit from each sold vehicle

Location: Van Sales UK, Kings Weston Lane, Avonmouth will be your main place of work however the company reserves the right to move you to any other location as and when necessary

Details of the role:

At Van Sales UK we aim to provide the best possible sales service and customer experience along with the best prices in the country when it comes to commercial vehicle sales, leasing or contract hire.

We sell and lease vehicles to customers across the whole of the UK from Lands End to John O’Groats.

Our expectations of a New Vehicle Sales Consultant are:

- To provide detailed customer and sales service to prospective leads, new customers and previous customers.
- To become fully knowledgeable of all commercial vehicles and manufacturers
- To be compliant and fully knowledgeable of funding options ensuring all FCA regulations are met
- To undertake full training to ensure this knowledge is continually developed and expanded
- To generate new business leads through developing your own database of customers in your given geographic area
- To take responsibility for the development of your own business
- To utilise and maximise any internal leads passed to you
- To follow up all enquiries within our company SLA
- To ensure all customer information is added to QuoteVine (VSUK’s CRM system)
- To offer alternative finance and vehicle options to customers in the event of their 1st choice not being immediately available
- To evaluate customers part exchanges and valuations – working with our Used Vehicle Team
- To develop ongoing relationships with suppliers, finance houses and of course customers to build strong rapport to enable you and Van Sales UK to continue to have the best offering in the commercial vehicle market
- To sell in excess of 20 new vehicles per month after your first 3 months of employment with Van Sales UK
- To undertake in personal business review each month with your line manager

- To be a Brand Ambassador for Van Sales UK – We pride ourselves on our customer service and you will be the first and last point of contact for your customers

What you can expect in return:

- Full training on Sales & Selling, Commercial Vehicles and Finance
- Supportive, nurturing management
- Excellent commissions
- The opportunity of promotion as we organically grow all of our staff here at VSUK
- Company incentives
- A friendly place to work
- Free Parking on site
- 22 Days Holiday plus Bank Holidays

We really do welcome you to the team here at Van Sales UK and we look forward to taking this journey together – ensuring you become a successful Sales Consultant earning in excess of £40K after your first year with us. Anything we can do to assist you and your development we are on hand to help at any turn in the road!



Chris Jakeways
Director
Van Sales UK