

Department: New Vehicle Sales

Location: Avonmouth, BS11

Salary Range: £45,000 OTE (Uncapped)

Van Sales UK are one of the market leaders in LCV sales and leasing. With over 10 manufactures and various finance partners, we do things differently, offering a one-stop shop for the van buyer. We sell outright as well as lease, whether the sole trader or the large fleet user, and we take part exchange to resell from our used van dealership in Avonmouth, Bristol.

Due to our rapid year-on-year growth we are looking for a handful of tenacious go-getters with entrepreneurial flair who are motivated to further develop their sales skills and create a successful career. If that sounds like you and you are looking to work in a fast-paced business that rewards success, Van Sales UK may be right for you!

You will be the first point of contact for our new van customers, using your expertise for both vehicles and finance options to help potential customers find the right products for their needs. Building solid relationships with customers to deliver the best customer service and experience, you will also liaise with suppliers and finance companies to secure the best deal for the customer, and to maximise every opportunity.

Leads are predominantly received by phone, email and website enquiries, although you will also be expected to prospect additional leads from existing and potential new customers.

Duties

- Dealing with new and existing sales leads via phone, email and instant chat, as well as walk-ins from local customers
- Follow the sales process from initial enquiry, through to sales/order right up to delivery
- Tracking every new lead into the business and closing the deal at every opportunity
- Build solid rapport with customers, and suppliers to establish deals and discounts and have complete knowledge of stock availability
- Propose customers to various finance companies ensuring correct information is provided to the finance company, the customer and the administration department
- Answer any queries the customer may have regarding their vehicle efficiently and accurately
- Evaluate customer part exchange enquiries and valuations

Skills

- Excellent telephone manner is essential
- Can work in a fast paced and changing industry
- Confident, hard-working and motivated individual
- Quickly able to build and create distinguished relationships with customers and suppliers
- Sales or Telesales experience, preferably in Vehicle Sales
- Understanding of vehicle finance packages is preferable but not essential

Hours / Holiday

You will work a 42.5-hour week, Monday - Friday between 8.30-5:30pm and Saturday 8:00-13:00 on a rota basis (about every 5 weeks).

You will be entitled to 22 days paid holiday a year plus bank holidays and your birthday day off!