

Department: Used Commercial Vehicle Sales  
Location: Avonmouth, BS11  
Salary Range: £40,000 OTE (Uncapped)

Van Sales UK are one of the market leaders in LCV sales and leasing. With 80 used vans in stock at any one time and various finance partners, we do things differently, offering a one-stop shop for the van buyer. We take part exchanges from our new van sales, prepare them to the Van Sales UK standard and resell from our used van dealership in Avonmouth, Bristol.

Due to our rapid year-on-year growth we are looking for 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 would love to hear from you!

You will be the first point of contact for our used 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 our vehicle preparation suppliers and finance companies to secure the best deal for the customer, and to maximise every opportunity.

### **Duties**

- Dealing with new and existing sales leads via walk-ins, phone, email and instant chat
- Follow the sales process from initial enquiry, through to sale and right up to hand over
- Tracking every new lead into the business and closing the deal at every opportunity
- Become fully knowledgeable of our used van stock from all manufactures
- 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
- Assist with the maintenance of stock vehicles, checking them in / out of the business
- Take quality photographs for advertising used vans

### **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 Monday to Friday and every other Saturday, receiving an £18,000 Basic Salary plus uncapped commissions, OTE £40,000.

Full training will be provided by our supportive management, and we have free onsite parking.

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