



Job title	Sales Consultant
Reports to	Sales Manager
Salary	£14,365 + commission realistic OTE £28k-£36k (depending on experience)
Location	County Gates, Ashton Road, Bristol, BS32JH

Purpose

As the first point of contact for our company, your purpose is to develop new business with new and existing customers. You'll use your expertise of both vehicles and financing, to help potential customers find the best fit for their situation. You'll be expected to build strong rapport with your customers, and above all, deliver a fantastic customer experience to them.

Duties

80% of your leads will be incoming via the phone and email, the remaining 20% coming from ringing potential van customers from our extensive database of companies who are known van users.

Your main responsibilities include but are not limited to:

- 1) Taking new and existing sales leads both over the phone, via the internet and with some customers who prefer come into our office.
- 2) Being responsible for the process from the initial enquiry, through the sales/order right up to the delivery of the vehicle.
- 3) Pursuing every new business lead with tenacity and closing the deal at every opportunity.
- 4) Cementing solid relationships with suppliers in order to establish deals, discounts and stock availability.
- 5) Propose customers to finance companies and ensure the correct information is provided to both the customer and the administration department.
- 6) Answer and resolve any queries the customer may have regarding their order.

Person Specification

Essential:

- An ability to quickly develop rapport and meaningful relationships with key customers and suppliers.
- A money motivated and hardworking individual.
- An excellent and confident telephone manner.
- A quick learner with the ability to absorb new and changing information.

Desirable:

- Previous experience in sales, vehicle sales and/or telephone sales will be an advantage.