



Sales Consultant

Location Toyota Macclesfield, Cheshire

Role Type Full time

Annual salary – OTE £25,000 - £35,000 (uncapped) plus performance related bonus and competitive benefits including company vehicle

Company Description

The RRG Group - established in 1967 comprises 26 locations across the North West. Our franchises include Toyota, Lexus and 2 Accident Repair Centres. With over 40 years experience in the motor industry, the Group specialises in new and used car sales, after sales, parts and accessories as well as operating two highly successful accident repair centres in Swinton and Bolton. At the RRG Group our aim is to exceed the expectation of all our customers, business associates and colleagues.

Our aim is to be the most professional, forward thinking and dependable organisation, collectively and individually, wherever, and in whichever field we operate.

The role

Highlights of this role include:

- To identify and meet a customer's needs, working towards sales targets for both new and used vehicles and pro-actively generating new business and sales.
- Meeting and building rapport with both new and returning customers to ensure they feel loyalty to yourself, your centre and your brand
- Working with your team members to ensure the customers entering your centre have streamlined, positive experiences (includes working with the After Sales departments)
- Ensuring your advice and product recommendations are tailored to the specific customer you are working with, to increase their satisfaction after handover and their CRS scores
- Handing over brand new and used vehicles to customers and supporting them through this process, to ensure they are as happy as they can be with the purchase and their experience with you.

Does this sound like you?

Do you want to be part of a successful sales team? If you are looking for a career change and have a proven track record in retail sales this may be the move you have been waiting for. We are looking for highly motivated sales executives with the drive to succeed to join our team within a well established and respected company.

If so, then read on for more detailed role information!

How to apply Please send your CV and Covering Letter to jobs@rrg-group.com, quoting the role you're applying for.

Application close date 31 October 2015

Further details

Main duties include:

- Carry out accurate appraisals of all vehicles offered for part exchange
- Using various sources, prospect for new and used car customers on a regular basis to create additional sales opportunities
- Through the effective use of a follow up process, maintain regular contact with all new and existing customers to ensure that relationships are maintained for potential repeat business
- Develop and maintain full product knowledge of all products, accessories, prices and key features of major competitors
- Ensure all customer information, sales activities, vehicle documentation and other relevant information is kept and maintained accurately and comprehensively
- To participate in planning sales campaigns and promotions to maximise sales penetration and to take part fully in on and off site promotions run by the department
- Ensure timely and accurate completion of finance proposals and documentation

Person Specification:

Car sales executives must be professional, have a smart personal appearance and be excellent communicators. The role involves determining a customer's needs and being able to offer advice, guidance and vehicle knowledge. It is, therefore, important that a car sales executive is comfortable in both negotiating and persuading customers. Car sales executives should be knowledgeable about the cars available and be able to explain and demonstrate car features in a professional and clear manner.

Ideally, you will be an experienced retail sales executive, experience in the motor retail is advantageous although not essential as full training and support will be given. If you are confident, well presented and have a desire to succeed and the ability to quickly establish and build rapport, you may be successful in this role.

Essential Criteria:

- Previous experience in retail
- Highly self motivated and target driven
- Ability to offer a high standard of Customer Service
- Excellent communication and interpersonal skills
- Clean driving licence
- Flexible to work hours required to carry out the role effectively, shifts are on a rota system which includes working until 7:00pm during the week as well as working weekends

Remuneration package includes:

- Realistic OTE £25-35,000 plus per annum (uncapped)
- Contributory Pension/life assurance scheme
- Initial training and on-going development
- Company vehicle
- Performance related bonus
- Opportunity for career progression
- Plus other excellent benefits/incentives as expected of a large organisation