

JOB DESCRIPTION

Sales Executive

At Sydney City Prestige, our people are our most valuable asset and we seek exceptional people who are both passionate and committed to providing quality work for our customers. Our team are committed to delivering benchmark levels of business performance that has underpinned our growth over the last 15 years.

As a true sales professional, you are driven and motivated to achieve company targets and expectations, understand the automotive sector and are committed to providing first class customer service.

Key responsibilities will include:

- Manage sales budget ensuring targets are achieved for sales and profit
- Establish and build strong customer relations
- Optimise the customers buying experience and grow network of customers
- Contribute to the presentation and operational efficiency of the show-rooms
- Work collaboratively with sales team to achieve growth targets
- Promote the company values and contribute to a positive culture
- Skills and experience

The ideal candidate will have the following skills, knowledge and experience:

- Car sales experience preferable but not essential
- Experience in a new car franchise environment highly regarded
- Ability to demonstrate previous sales success examples
- Strong interpersonal skills with the ability to build rapport
- Demonstrable product knowledge of prestige cars
- Experience in working in a high performing sales team environment
- Strong negotiation and presentation skills
- Strong computer literacy with understanding of relevant IT systems
- Have an established network preferred

To be successful in your application, you will need to be:

- Professional and positive with a strong work ethic
- Passionate about sales, be self-driven, confident and motivated to succeed
- Flexible and adaptable in a growing business
- Excellent at multi-tasking and quick to think and act accordingly
- Love what you do



If this sounds like a perfect fit for you, please apply today!!!

Applicants should apply via email to: markham@sydneycityprestige.com.au