



Vacancy Advertisement

Experienced VW Sales Executive

Due to continued growth and expansion, Sheehy Motors, is looking to recruit an experienced sales executive to join the VW passenger car sales team. We offer an excellent opportunity to further your career with one of Ireland's premier motor retailers. We are looking for an experienced and talented individual to join our progressive sales team, selling new VW cars and a wide range of used vehicles. You will be working in our showroom in Naas with a professional, motivated sales team. Our marketing strategy and stocking practices provide an excellent opportunity for the successful candidate to achieve their targets. The successful candidate must have a proven track record in sales in a main dealer with in-depth experience of all aspects of the car sales process.

The key responsibilities of this role are as follows:

- Customer Satisfaction: To build trust, communicate well, and exceed customer expectations. We expect you to achieve the highest possible CSI score.
- Maximising Opportunities: Maximise the opportunity to do business through prospecting, handling inbound phone enquiries; walk in prospects and internet enquiries. Candidates must be capable of developing the customer relationships by creating an effective first impression. You will be required to qualify the customer thoroughly in a professional and courteous manner.
- Maximising Profit: We expect you to achieve your monthly targets for unit sales, profit per unit, finance penetration and add-on products in a professional and honest manner.
- Data: To accurately collect all customer contact and vehicle data in order to maximise the quality and content of the customer database.

We are looking for individuals who possess the following competencies:

- A minimum of 3 years car sales experience in the Irish market. Prior experience within the VWGI network would be a distinct advantage
- Be target and profit driven with a positive attitude and excellent communication skills
- Be smart in appearance with a polite and professional demeanour
- Have excellent literacy and numeracy coupled with good planning and time management
- Experience in ADP Dealer Management System
- Have a full clean driving licence

If you believe that you have the experience and skill set required for this position please submit a full CV, together with a covering letter detailing your suitability for the role to the HR Manager - hr@sheehymotors.ie

All applications will be dealt with in the strictest of confidence.

Closing Date for Application is 4pm Friday 20th October 2017



