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# USED CAR MANAGER

**Ducharme Motors** is seeking an experienced **Used Vehicle Sales Manager**.

If you are a multi-tasking, performance driven candidate who wants to soar with our growing company. Have a strong commitment to growing the Used Sales department and increasing its market share. Then read on...

This energetic position includes overseeing the rigorous daily operation of our busy Used Sales Department.

## Responsibilities include:

- Plan and meet monthly forecast for sales volume and sufficient gross to meet profit objectives.
- Create and organize all sales activities for the Used Car Sales department.
- Recruit, hire and develop a retail sales force.
- Establish a positive relationship with customers, to ensure customer satisfaction at every point of contact. Or during the entire purchase experience
- Maintain a marketable & profitable vehicle inventory.
- Ensure that sales consultants are informed of all used inventory and current advertising efforts, including rebates and incentives.
- Appraise all incoming used vehicles.
- Ensure cosmetic and mechanical reconditioning is performed within the dealership's cost and time limitations.
- Plan and controls the display of used vehicle inventory.
- Establish and control wholesaling activities.
- Work with the General Sales Manager to forecast monthly sales and expenses.
- assist sales people in customer interactions.
- Supervise used car sales consultants to ensure individual and department sales quotas are met.
- Partner with the Financial Services Department to develop and coordinate best practices for the most efficient and effective sales approach.
- Keep informed of auto auction activity and prices and regularly attend auctions
- Assist used car sales consultants in closing sales as needed.

## Required Skills & Qualifications:

- 3 - 5 years experience in Automotive Service and Sales plus a depth of understanding of used vehicles
- 3 - 5 plus years experience in leading people and managing a department.
- Exceptional computer skills with leading edge internet technology knowledge.
- Exceptional relationship management, interpersonal, presentation and overall verbal and written communication skills.
- Proven marketing concepts and innovative merchandising abilities.
- Commitment to continuous improvement and learning.
- Quickly learn new business, technical concepts and best business practices.
- Work in a fast-paced, rapidly-changing team environment .
- Results and Solution driven skills.
- High energy and motivational aptitude.
- Excellent organizational skills, attention to detail, and the ability to efficiently handle several requests/tasks simultaneously and deliver results.

## Our sales managers are generously rewarded!

- Very generous compensation package
- Company Pension plan
- Group Life Insurance, Short & Long Term Disability, Medical and Dental plans

If your heart says you are a Sales Manager and you are passionate about cars, trucks, and SUVs...**Come Join our Team Now!**

Apply in Confidence today to Human Resources [careers@ducharmegroup.com](mailto:careers@ducharmegroup.com)  
 Competition #DM11-UCDM Competition Closes: November 24, 2011

We thank all applicants for their interest. However, only those candidates selected for an interview will be contacted. This competition may be used to fill future vacancies

**After More  
 Than Five  
 Decades in  
 the Business**

**...  
 Customer  
 Satisfaction  
 is Still Our  
 Priority!**

**Join Our  
 Team!**