

Automotive Dealership Management - Sales Manager

***After More
Than Five
Decades in
the
Business...
Customer
Satisfaction
is Still Our
Priority!***

The **Ducharme Group** is a dynamic innovative group who are seeking a **Sales Manager** that has proven he or she has the drive to deliver results and meet targets through setting and obtaining sales and profit objectives. You should be a no nonsense, multi-tasking, performance driven candidate who wants to soar with a growing company. No status quo sales job for you! This energetic position allows you hands-on management, overseeing the rigorous daily operation of our New and Used Sales Department. Our goal is to be the top new and used vehicle provider in Northeast Alberta.

We value dedication to our customers, commitment to the quality of work we perform, strong and healthy working relationships, and providing employees a place to build their career long term. We are results and performance oriented, celebrating success in our accomplishments. We invest in employees continued learning and development, both for the current job and readiness to grow into new accountabilities.

Our ideal Sales Manager is someone who:

- Enjoys daily challenges;
- Thinks outside the box;
- Can lead the sales team to exceptional sales levels;
- Can motivate staff to accomplish team objectives and achieve profitability.

Responsibilities for this position include:

- Planning, forecasting and attaining the objectives of the departments ,
- Ensuring the sales staff achieves sales objectives and customer satisfaction,
- Monitoring your team's daily activities to ensure customer follow up, appointments, deliveries and sales training,
- Conducting sales meetings and performance reviews,
- Maintaining daily traffic and sales logs,
- Developing advertising strategies for the new and used vehicle departments,
- Monitoring and maintain inventory levels,
- Observing and understanding the manufacturer's incentive programs,
- Hiring, training, motivating and mentoring your employees,
- Building and maintaining customer loyalty,
- Emphasizing customer satisfaction,
- Following our well-established safety program,

Qualifications:

- 3 - 5 years Dealership Automotive Retail & Wholesale Sales experience preferred.
- 2 - 5 years solid sales and effective administration and management expertise.
- Excellent organizational skills, attention to detail, and the ability to efficiently handle several tasks simultaneously.
- Exceptional relationship management, interpersonal, presentation and overall communication skills.
- Strong understanding of Automotive Sales process concepts and best practices.

Our top performing Sales Managers are handsomely rewarded!

Very generous compensation package including a comprehensive benefit package and lucrative company pension plan.

***Join Our
Team!***

To apply, e-mail your cover letter & resume in confidence to Human Resources at careers@ducharmegroup.com. Competition will remain open until suitable candidate is selected.

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