

New Vehicle Sales Executive - Commercial

Location: Johannesburg South
Reference: #CAW005509/LH
Company: [SydSen Recruit](#)

Our client within the automotive industry is looking to employ a new vehicle sales executive for their commercial vehicles department.

The core purpose of this position is to exceed customer expectations and targets at every stage of the selling process. To be successful, you will need a passion for the business, up-to-date product knowledge, the ability to follow up on leads, and an excellent closing ratio. You should have a professional personal image, and a drive to meet targets in terms of units, profit, and CSI/CCS targets.

The ideal candidates responsibilities will include utilizing the lead management system and web-based initiatives, researching markets for sales leads, and following up and pursuing sales leads.

Requirements:

- Matric certificate
- Unendorsed driver's licence
- A marketing or finance diploma/degree will be an advantage
- Willingness to work flexible hours/overtime
- Proof of targets/units/GP achieved over the past 12 months
- Trucks sales experience
- Excellent selling skills
- Product knowledge or the ability to quickly acquire
- Computer literacy
- Building of truck bodies
- Business acumen
- Driving skills

Please note only candidates with the required experience will be contacted and considered. If you are not contacted within 14 days, kindly consider your application unsuccessful.

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