



Job title	Sales Consultant
Reports to	Sales Manager
Salary	£18,000 starting basic (£28,000 - £52,000 on target earnings depending on experience)
Location	Ashton, Bristol

Various levels of sales roles available within our growing team. We're looking for positive go-getters who are eager to develop their sales skills and carve out a successful career, whether you have a long-standing sales track record or only recently found that sales is your forte we can help you grow your skills set and become an industry expert in van sales and finance.

### **Purpose**

As the first point of contact for our company, your purpose is to develop new business with new and existing customers. You'll use your expertise of both vehicles and financing, to help potential customers find the best fit for their situation. You'll be expected to build a strong rapport with your customers, and above all, deliver a fantastic customer experience to them.

### **Duties**

80% of your leads will be incoming via the phone and email, the remaining 20% coming from ringing potential van customers from our extensive database of companies who are known van users.

Your main responsibilities include but are not limited to:

- 1) Taking new and existing sales leads both over the phone, via the internet and with some customers who prefer come into our office.
- 2) Being responsible for the process from the initial enquiry, through the sales/order right up to the delivery of the vehicle.
- 3) Pursuing every new business lead with tenacity and closing the deal at every opportunity.
- 4) Cementing solid relationships with suppliers in order to establish deals, discounts and stock availability.
- 5) Propose customers to finance companies and ensure the correct information is provided to both the customer and the administration department.
- 6) Answer and resolve any queries the customer may have regarding their order.

**Essential:**

An ability to quickly develop rapport and meaningful relationships with key customers and suppliers. A money motivated and hardworking individual. An excellent and confident telephone manner. A quick learner with the ability to absorb new and changing information.

Successful candidates typically have previous telephone based sales experience, with an upbeat positive attitude.

**About Us:**

We're one of the market leaders in online van leasing. We're rapidly growing, and we're expanding and investing in our Bristol office. If you've got the right skills, experience and attitude, we'd love for you to grow with us.

**Job Type:** Full-time

**Location:** Ashton, Bristol

**Department:** Sales

**Employment type:** Permanent

**Start Date:** ASAP

**Salary:** £18,000 starting basic. Realistic OTE of £28k - £52k depending on drive and experience