

# Pre-Owned Cars Sales Manager

<b>Remuneration:</b>	R15000 - R100000 per month basic plus commission
<b>Benefits:</b>	Tool of the trade , Co Car, petrol , Cellphone allowance
<b>Location:</b>	Johannesburg, Meadowdale, Germiston
<b>Education level:</b>	Matric
<b>Job level:</b>	Mid/Senior
<b>Type:</b>	Contract
<b>Reference:</b>	#NVCLCM
<b>Company:</b>	<a href="#">LisaCars PTY(Ltd)</a>

Looking for active, energetic enthusiastic and professional candidates. The successful candidate for this role is to be dynamic, adaptable and seeking an opportunity to advance their career.

Be part of a team in which trust, passion for success and high motivation are very important.

## Responsibilities and duties:

- Must currently be a used car manager in a reputable group, selling at least between 20 and 30 units a month.
- Must have experience in lead management. Excellent business and financial acumen. Manage a team and customers professionally.
- Excellent sales numbers. Assertive, good motivator, can evaluate stock.
- Knows the market well. Honest and diligent. SA citizen / Must stay in area or surrounding.

## Experience:

- Selling 20-30 cars a month: three years (preferred)
- Reaching sales targets: three years (preferred)
- Develop and maintain strategies to drive revenue and profitability and to achieve budgeted figures.
- Establish and maintain adequate and skilled staff to meet given sales requirements throughout the business, according to financial resources available and in line with overall company target objectives.
- Provide maximum staff efficiency to create profitability for the company.
- Maintain strict and effective control of expenses in line with budget objectives.
- Maximise company profitability through the sale of vehicles and VAPS
- Effective management of vehicle stock to avoid vehicles ageing excessively.
- Ensure the Dealership attains a given overall net profit per month in line with budget requirements.
- Continually monitor the financial situation on a daily/ weekly basis to achieve financial objectives via sales, service, customer satisfaction and retention.
- Maintain a high level of customer satisfaction whilst maximising profits.
- Continuous drive for customer satisfaction and ensure satisfactory CSI levels are constantly achieved.
- Ensure that all customer invoices have been correctly prepared and submitted for completion.
- Examine daily/ weekly/ monthly debtors ensuring collection of outstanding monies.
- Analyse all training requirements and related costs in conjunction with senior management, to provide a satisfactory staff training development program.
- Establish and agree on labor and staff requirements with directors and senior management.
- Ensure training needs are catered for in order to bring about job satisfaction and performance via

- career path and succession planning to improve overall efficiency.
- Issue job descriptions and regular performance appraisals and ensure appropriate action taken
- based on results.

Minimum requirements:

- Valid drivers licence (non-negotiable)
- Excellent communication skills: telephonic, face-to-face etiquette
- Matric or higher (non-negotiable)
- Previous management experience with a proven record (non-negotiable)

Qualification as an F & I would be an advantage.

- People skills
- Grade 12 qualification/ equivalent.
- Relevant tertiary qualification preferred.
- A 360-degree strategic understanding of the retail motor vehicle industry.
- Minimum 3-5 years' experience in a sales Manager position.
- Sound financial conceptualisation and management.
- The ability to manage and motivate staff.
- Clean criminal record
- Experience within the used car market not negotiable.
- Good verbal and written communication in English.

Send detailed CV with commission sheets, should you believe you are able to fulfil this position.

Salary: Earnings up to R100,000.00 per month

Salary: R15,000.00 - R100,000.00 per month

Education:

High School (matric or higher is a nonnegotiable)

Experience:

Sales: 3-5 years

Ability to CommuteWe offer:

- We ensure stability and excellent short- and long-term growth potential.
- Competitive basic salary with an excellent commission structure for those who go the extra mile.
- A friendly family working environment

## Company Description

An upmarket Dealership with multiple branches, a friendly family atmosphere, and a winning team dedicated to stellar customer experience. .

More than adequate levels of stock to meet any taste and budget.

Posted on 17 Apr 11:30, Closing date 16 Jun

### **Apply by email**

General Manager  
[sales@lisacars.co.za](mailto:sales@lisacars.co.za)

### **Or apply with your Biz CV**

Create your CV once, and thereafter you can apply to this ad and future job ads easily.

A small red rectangular button with the word "Apply" in white text.

For more, visit: <https://www.bizcommunity.com>