

## Automotive Sales Representative

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Company: Optimal HR

Location: Athens

Category: other-general

Do you possess substantial experience as a Senior Automotive Sales Representative ?

If so, seize the opportunity to join **Wynn & Co** leading automobile manufacturer, as it dynamically enters the Greek market and skyrocket your career!

### Scope of role

Responsible for hitting new and used car targets, finance and PPT targets whilst maintaining a high level of customer satisfaction.

### What you will focus on

- Follow Sales Process at all times
- Daily prospecting the enquiry and data base to generate 2 appointments per day
- Answering phone calls and making appointments where applicable
- Professional appraisals of trade in cars following company guidelines
- Ensure all customers meet a manager prior to leaving the store
- Create all documentation when selling vehicles
- Communicating with the bank or with other financing providers to propose finance and ensure payout prior to vehicle collection
- Preparation of invoices for handovers
- Maintain a professional level of communication between sale and handover
- Ensure all test cars are clean, tidy, free from clutter and fuelled at all times
- Ensuring sold cars are prepped on time for handover
- Ensuring all sold cars are fully paid for prior to release
- Handing cars over to customers in a professional manner maintaining a high level of

customer satisfaction

## Requirements

At least 2-3 years of experience in automotive sales

Excellent knowledge of English (written & spoken)

Excellent sales skills

Excellent knowledge of Microsoft Office

## Benefits

Full-time employment

Competitive benefits package

Fixed working hours

Productivity bonus

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