

Marine Sales Consultant (Salmon Arm, BC)

Job description

Are you a high-performing salesperson knowledgeable in Marine products, who loves living in the Shuswap or would love to relocate there?

Gibbons Motor Toys is a marine dealership with stores in Salmon Arm, BC and Gibbons, Alberta. We retail and service KingFisher and Coyote boats, Mercury engines and more. We stock a large variety of parts and accessories for all your boating needs. With over 35 years of experience, our sales, parts and service departments provide the best knowledge in the industry, and we are currently looking to add to our Sales Team in the Salmon Arm store!

The Sales Consultant is very familiar with dealership sales process and responsible for making a valuable contribution to the Company's sales objectives. Key responsibilities include new business development, customer contacts, quoting / developing proposals, customer relationship management, and contributing to marketing / lead generation through both effective administration of internet sales enquiries as well as assisting customers in showroom and maintaining a professional retail environment.

Key Responsibilities

Sales Goal Performance and Product Knowledge

- Continuously strive to increase productivity and closing ratio
- Achieve sales targets set by GMT and its manufacturers to enable long term growth
- Exceed goals and objectives set for gross margins and the profitability of new unit sales
- Learn and maintain the highest level of product knowledge
- Play an active role in the support and promotion of the Parts and Service Department
- Lead Generation, Proposals, & Customer Relationship Management

- Committed to taking initiative to garner leads through varying avenues, and driven to increase customer engagement through timely, effective lead follow-up including responding to all emails and ensuring all phone calls are answered by ring three
- Accurately log all leads and maintain an accurate record of customer contacts in CRM, with complete information and updates when required
- Conduct effective product demonstrations and presentations for customers & prospects
- Consult with the Sales Manager in all deals to maximize closing likelihood and profitability
- Support marketing initiatives with attendance at promotional and community events and other activities when necessary to generate leads for our sales process
- Greet all customers promptly and professionally
- Use technical expertise to successfully discover the true needs and wants of the customer, thereby meeting and exceeding customer service expectations
- Effectively address customer questions and concerns, document conversations, and take appropriate action to resolve any issues and increase customer satisfaction
- Support other department staff as necessary to maximize overall customer experience

Retail Environment

Help ensure all units are properly parked, clean, and well organized in both the showroom and delivery areas

Ensure all units are displayed with proper signage and pricing to reflect all programs and promotions

Walk through showroom & yards daily to ensure all units are displayed professionally and that outdoor units are covered daily as necessary

Ensure all gates and shutters are closed at day end as necessary

Replace any products sold from showroom displays during unit deliveries

Ensure sold units are cleaned and decaled prior to delivery

Work Schedule and Benefits

Monday to Friday 8:30am to 5:30pm

Saturday 9:00am to 2:00pm with every 2nd Saturday off

Closed on all long weekends

Above average income potential

Group health, dental, life and disability benefits after 3 months of employment

Mandatory enrolment in employer matching pension plan after 1 year of employment

Requirements

Educational and experience requirements include:

High performing with proven sales skills and a demonstrated ability to generate sales leads

Strong business development skills

Proven ability to profitably and accurately develop quotes / proposals for new opportunities

Skilled at building relationships and assessing customer needs

Excellent communication skills and ability to handle difficult situations calmly and confidently

Driven to achieve results

Accountable with strong work ethic and consistent attendance

Highly organized with strong time management skills

Familiarity with CRM platforms

Proven track record of maintaining confidentiality of sensitive information

Ability to work independently and complete daily activities according to work schedule

Please submit resume along with cover letter that highlights key qualifications to careers@abgmt.com

We thank all those that apply however only those selected for an interview will be contacted.

Job Types: Full-time, Permanent

Salary: \$65,000.00-\$125,000.00 per year