

Marine and Power Sports Sales Consultant – Gibbons, AB

Are you a high-performing salesperson knowledgeable in Marine and Powersports products, who loves the toys they sell?

Award Winning Employer of Choice by Boating Industry Canada, Gibbons Motor Toys is a marine and powersports dealership headquartered in Gibbons, Alberta. We retail and service Can-Am offroad vehicles, Ski-Doo snowmobiles, KingFisher and Coyote boats, Mercury engines and more. We stock a large variety of parts, accessories, and riding gear for all your outdoor needs. With over 35 years of experience, our sales, parts and service departments provide the best knowledge in the industry!

The Sales Consultant is honest and team oriented, 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

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

Work Schedule and Benefits

Monday to Friday 8:30am to 6:00pm

Saturday 9:00am to 2:00pm

Every 2nd Friday and Saturday off: 4-Day work week / 6-Day work week rotation

Closed on all long weekends

Above average income potential

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

Enrollment in employer matching pension plan after 1 year of employment

Requirements

Educational and experience requirements include:

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

With continued commitment to the ongoing enhancement of a first class and engaged team culture, Gibbons Motor Toys is awarded one of Boating Industry Canada's Employers of Choice.

http://boatingindustry.ca/featured-articles/7848-m-p-mercury-and-gibbons-motor-toys-earn-employer-of-choice-award-recognition?utm_source=newsletter&utm_medium=email&utm_content=4760941&utm_campaign=

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

Reference ID: SCA072021

Job Types: Full-time, Commission, Permanent

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