



Sales Representative

Department: Sales & Business Development

Reports to: Regional Vice President or Divisional Rep

JOB SUMMARY

As a Sales Representative you will handle the critical function of securing, qualifying and nurturing prospects for a rapidly growing sales force. You will provide support and service to existing customers, as well as educate clients regarding new products and/or regulatory info regarding our products and programs. This is an opportunity to lead the world of consultative sales with a recognized leader in the auto industry, which offers the unique environment of being a highly reputable firm with more than 25 years of experience but also engaging in a start-up initiative to expand services and geographic reach.

KEY TACTICS

Client Development

- Prospecting for and running dynamic sales presentations that highlight the benefits for auto dealers and dealer groups to work with our firm.
- Explaining our value proposition to clients
- Utilizing proven marketing systems, or those you may develop, to reach potential customers.

Product/Program Sales

- Closing sales of our exclusive F&I products, training and services (Vehicle Service Extended Contracts, GAP, Tire & Wheel, Security Systems, Dealer Reinsurance Programs, etc.)
- Up selling current clients on new or changing products and services.
- Constantly driving our clients maximum bottom line income potential

Industry Knowledge

- Educating management staff, F&I professionals and dealer owners on the F&I industry.
- Staying aware of evolving industry and product changes and associated legislative compliance issues.
- Attending networking & sales events, trade shows & client events.

Organization

- Creating your own daily schedule, emailing and corresponding with customers.
- Maintaining regular communication with your Territory / Regional Manager.

REQUIREMENTS

- Minimum of 2 years relevant experience in outside sales
- Automotive Industry experience strongly desired, sales and/or customer service experience required
- Bachelors Degree in Business Administration or related field or demonstrated experience and training
- Detailed oriented with the ability to manage sales from inception through execution
- Excellent communication skills, both verbal and written
- Experience knowledge of sales strategies, concepts and practices
- A hunger to learn and ability to flourish in an entrepreneurial environment
- Entrepreneurial spirit with a fearless and positive attitude
- Self-motivation and goal-orientation
- Strong organizational, time management and follow-through skills
- Desire to continually learn new products and services
- Computer and technology skills
- Good credit history with no bankruptcies within the last 12 months
- Some minimal travel possible

HOW TO APPLY

In order to earn an interview, you will need to provide us with more than the typical cover letter and resume. We want to see you in action and know that you not only fit our organization, but have the skills for what we are looking for.

In addition to a resume and salary requirements, please provide a response to the following:

Tell us what makes you the stellar sales representative that we want to hire.

Please send your application via e-mail to: Larry Pomarico pomarico@swds.net.

We anticipate filling these positions quickly so timing is of the essence.