



Retail Sales Consultant – Dartmouth, Nova Scotia

The Company

The Jim Pattison Group is the largest privately held company in Canada with over 49,500 employees worldwide; operating a large number of companies in a diverse set of industries. Jim Pattison Lease has been operating in Canada since 1961. The company has branches across Canada and the United States and is a Leader in Customized Fleet Management, providing Vehicle Fleet Leasing, Vehicle Remarketing through both wholesale and retail channels, and Fleet Management solutions for commercial enterprises.

About Jim Pattison Lease: <http://www.jimpattisonlease.com/about/>

About the Jim Pattison Group: <https://www.jimpattison.com/about/our-story/>

Are you interested in building your career with a reputable, leading fleet management company that is continually growing?

Jim Pattison Lease is seeking a highly motivated individual for the unique opportunity of building your personal career with a stable organization that is continually growing.

The Opportunity

Retail Sales Consultant

Here we grow again. Our office in Dartmouth requires a retail sales consultant to join our team. is looking for a results-driven sales consultant to actively seek out and engage customer prospects. A self-starter mindset, strong communication skills, and the ability to work well individually and as part of a team in a growing and fast-paced environment are the keys to success here. You would be responsible for meeting with customers to present our pre-owned inventory building your own customer base. While sales experience would be an asset it is not a requirement, we are willing to train and work with the right individual. You will gain experience and knowledge in retail automotive sales, bank financing, commercial leasing, and customer service.

Position Description

Working under the general supervision of the Sales Manager - you are responsible for greeting customers at the dealership, identifying their needs, demonstrating the features and benefits of selected vehicles in relation to those needs, arranging test drives for customers, determining customers' interest towards the successful agreement of purchase, sale, delivery of the vehicle, and post-delivery communication with utmost customer service.

Position includes prospecting through outbound telephone calls and correspondence, following up with former and current dealership customers, and following up with customers who have visited the dealership or taken test drives.

Position Responsibilities and Accountabilities

- Vehicle demonstrations to clients
- Inquire and discover customer vehicle needs
- Accurately and informatively present clients with purchase options
- Plan and organize accordingly to meet individual and department sales goals
- Schedule appointments for test drives, and deliveries and ensure the preparedness of the vehicle and documents
- Promote new business and contribute to the company's customer base by sourcing new customers through prospecting and referral networks
- General lot and dealership duties as needed

Key Attributes and Skills

- Stellar communication skills
- Personable
- Strong negotiation skills
- Good time management
- Well-developed interpersonal skills
- Self Starter a high sense of internal motivation
- Maintain a positive and professional demeanor while interacting with customers and colleagues

How to Apply

If this opportunity is of interest to you, please send your resume and brief cover letter to greatcareer@jplease.com

Candidates must have a valid driver's license and be eligible to work in Canada. We thank everyone for their interest however only those qualified and considered for an interview will be contacted at this time.