

Sales Associate

A Sales Associate position requires great responsibility and professionalism as they are typically the first point of contact with prospective customers, and are responsible for meeting sales quotas while ensuring profitability. We have provided more information below regarding the position so that you can better assess your interest in and qualifications for this role.

Position Requirements

While entry-level positions are often available, previous sales or automotive experience is a strong plus. Excellent communication skills are vital as well as current knowledge of all dealership products, features and incentive programs - including those of the competition. Sales Associates are also required to uphold the highest ethical standards.

Key Responsibilities

- Meet daily, weekly and/or monthly sales quotas established by the management team.
- Answer inquiries from potential customers in person or online regarding products, product performance, available options and incentive or promotional programs.
- Coordinate test drives when appropriate, including gathering customer information and identification.
- Demonstrate exceptional standards and ethical sales practices.
- Demonstrate exceptional customer service to encourage customer retention, loyalty and customer referrals.
- Ensure proper completion of all sales paperwork.
- Referring all finalized sales to the F&I Manager, along with any administrative requirements.
- After the sale is complete, ensure the vehicle is ready for customer pick-up and walk the customer through all vehicle features before they leave the dealership.
- The Sales Associate should personally introduce the customer to the Service Manager for any future service needs.
- Sales Associates are often required to work nights and weekends.

Educational Requirements

A high school diploma or equivalent is required, while a college degree is preferred. Depending on location, a state sales license may be required.

Salary

Sales Associates can expect to earn between \$30,000 and \$90,000 per year based on the size, revenues and location of the dealership. Salary is also highly contingent upon the drive and determination of the Sales Associate to excel in their role. A bonus is often available for those who exceed their Sales goals.

Benefits

Benefits vary by dealership, but most dealers offer health insurance, retirement plans and other various associated employment benefits (dental, vision, disability, etc.).

If your skills and experience match the qualifications and requirements listed for this position, we hope you will contact the EFG Recruiting team at 972-445-8300, or toll-free at 800-527-1984. At EFG, we are committed to placing exceptional individuals into exceptional careers within the automotive industry.