



## EMPLOYMENT FACT SHEET

### RETAIL SALES MANAGER

- ▶ **Excellent Remuneration package!**
- ▶ **Career Opportunity for Sales Professional**
- ▶ **Every Sunday and Public Holiday – Closed!**

- ▶ **Ongoing Training & Development**
- ▶ **Company Car + Phone**
- ▶ **Rostered Days Off**

#### JOB DESCRIPTION:

This position is responsible for leading, coaching and motivating a retail car sales team by motivating them to exceed sales and customer service targets and creating opportunities and strategies to maximise the success of the department.

This role provides the opportunity to manage a market leading business that services a booming region and presents high volume sales opportunities.

Reporting to the General Sales Manager, you will work within a supportive management team. This is the perfect opportunity for a driven sales professional with leadership experience to further their career and earning potential in a large multi franchise company.

#### DUTIES INCLUDE (but are not limited to):

- Provide leadership, direction & training for sales employees
- Manage display & merchandising of vehicles
- Maintaining & controlling new vehicle inventory
- Regular reporting of department & individual sales performance
- Staying up to date with the policies, procedures & the market of the dealership & franchise

#### SKILLS & QUALIFICATIONS REQUIRED:

- Minimum 2 yrs. management/leadership experience
- Proven track record in achieving targets & budgets
- Excellent Sales, Marketing & Negotiating skills
- Outstanding customer service & communication skills
- Motivated & results driven

#### ENQUIRIES TO:

- Dane Bentley (General Sales Manager)
- [dane.bentley@autocorner.com.au](mailto:dane.bentley@autocorner.com.au)



#### Why Autocorner?

- ▶ **Active Social Club** ▶ **Internal Promotions**
- ▶ **Community Giving Programs**
- ▶ **Enjoy the Tropical Lifestyle of Mackay**
- ▶ **Fishing** ▶ **Beaches** ▶ **Fabulous Weather!**

Autocorner is one of the largest provincial automotive dealerships in Australia, employing over 280 people and selling over 4000 cars per annum!

Autocorner is a multi-franchise dealership with 3 of the top 5 automotive brands – Toyota, Mazda and Hyundai, as well as the largest regional used car department in Australia - Used Car Hypermarket and off-site companies: Trade In Disposal Centre Used Cars & Opposite Lock 4X4 Accessories.

Located in Mackay (North QLD), the gateway to the fabulous Whitsundays and the base for the thriving Bowen Basin Coal Fields, Autocorner is an employer of choice in the region, with all employees enjoying ongoing training & advancement opportunities and a positive and vibrant work environment.

Our company loves nothing more than to promote internally, and we like to think we offer not just a job - but a potential career path for the right individual.