



TRUCK SALES CONSULTANT

Mildura Branch

Established in 1982, Johnson's Trucks is known for its quality sales, service and genuine parts. We are a Volvo, UD, Mack and Hino dealership with 40+ years experience and success due to decade long partnerships with market leading brands and a commitment to the safety and culture towards our People, Suppliers & Customers.

An exciting opportunity has become available for an experienced **Sales Consultant** to join our highly successful sales team. With an increased interest in Heavy Vehicles, we are seeking the right candidate to help build and strengthen our Sales Department.

KEY RESPONSIBILITIES:

- Build on existing customer relationships through account management and utilising your excellent communication skills to maximise results
- Achieve and succeed targets and profit levels
- Maintain CRM data base producing reports accurately in a timely professional manner
- Demonstrate a high level of customer satisfaction
- Make high level account calls
- Maintain up to date knowledge of all vehicles, accessories, financing options and promotions
- Negotiate deals in a clear, concise, and highly ethical manner
- Develop sales pipelines to generate quotes and proposals
- Create and propose presentations to a wide range of customers

ABOUT YOU:

- Industry knowledge and experience with truck or equipment sales
- Excellent communication and interpersonal skills
- The ability to work and thrive in a fast-paced environment
- Great time management and organisational skills
- Proven strong sales achievements
- Exhibit a strong ongoing motivated and supportive mindset
- Outstanding customer service experience

WHAT'S ON OFFER:

- On-going training and support
- Excellent working environment
- Flexible working hours
- Weekly pay
- No Sunday trading

APPLY NOW!

Email: marketing@johnsonstrucks.com.au

Drop your resume into 579 Benetook Ave, Mildura VIC

Further info CALL (03)5024 4666 or visit our website

WWW.JOHNSONSTRUCKS.COM.AU

**If this rewarding job
sounds like YOU....**