



Pre-Owned Sales Manager

Job Title: Pre-Owned Sales Manager

Department: Sales

Reports to: General Sales Manager, General Manager

Employment Status: Full Time

JOB SUMMARY

The Pre-owned Sales Manager will be responsible for the execution of the Pre-owned Sales Department strategies and will be required to be an active force in driving sales internally through exceptional customer service and selling skills as well as externally through prospecting for new customers.

The successful candidate must possess:

- Desking deals using 180, performing turnovers
- Closing deals
- Meeting sales targets, tracking department grosses
- Managing CSI and maintain above region and national average
- Buying pre-owned vehicles and maintaining clean inventory and model mix
- Hosting sales meetings, highlighting deals, programs and incentives
- Staff performance evaluations and training
- Must be able to demonstrate leadership, management, business and sales acumen
- Superior management and customer service skills
- Excellent verbal and written communication skills
- Previous automotive sales management experience
- Valid driver's license
- OMVIC license

We provide highly competitive compensation and benefits package.

Please submit your cover letter and resume to Human Resources at jobs@policaro.ca quoting in the subject line Pre-owned Sales Manager.