



CLIENT ADVISOR (SALES) – PACIFIC BMW

Location: Glendale, CA
Job Title: Client Advisor Salesperson
Reports To: Sales Manager
Rate of Pay: Commission & Bonuses – Up to 25% FRONT END PAY + GENEROUS CSI PLAN

JOB DUTIES:

- Build rapport and professionally attend to clients
- Match customers to appropriate cars by actively listening
- Establish a consulting relationship with customers
- Maintain ongoing communications with customer; achieve high CSI ratings
- Increase customer base and develop dealer business
- Be thoroughly familiar with all BMW products
- Achieve unit sales targets for new cars
- Achieve target levels of gross profit per unit for new cars
- Make effective deliveries for all vehicle sales
- Perform miscellaneous tasks, duties and projects as needed

REQUIREMENTS:

- **CAR SALES EXPERIENCE REQUIRED, 12 MONTH MINIMUM AT A DEALERSHIP**
- **MUST HAVE STRONG AUTO SALES TRACK RECORD**
- **MUST HAVE STRONG ORGANIZATIONAL SKILLS & MULTI-TASKING**
- **MUST HAVE COMPUTER KNOWLEDGE**
- **MUST HAVE GOOD DRIVING RECORD**

BENEFITS FOR ALL FULL-TIME PERMANENT EMPLOYEES:

- Performance Review in 90-days
- Medical, Dental, Vision, Life-Insurance & Cafeteria Plans
- 5 Vacation Days (year 1) & 10 Vacation Days (year 2)
- 6 Personal Days yearly
- 6 Sick Days yearly
- Employee Discounts
- Profit Sharing plan with annual contributions to your retirement account

CONTACT INFO:

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IN PERSON: MONDAY-FRIDAY 9 am to 5 pm

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