

Sales and Leasing Consultant Opportunity at Holm Buick GMC in Salina, KS!

Drive Your Career Forward! Join Our Team as a Sales & Leasing Consultant!

Are you passionate about vehicles and dedicated to providing exceptional customer experiences? If so, we want you to join our team as a Sales & Leasing Consultant!

About Us: We are an award winning, multidivisional company with one core focus: Helping our customers meet the demands of their lives through their vehicles. Our team is connected by a strong set of core values and together we strive to be role models for the community and the industry we serve.

What You'll Do:

As a Sales & Leasing Consultant, you'll be the face of our dealership, guiding customers through every step of their car-buying journey. Your responsibilities will include:

Creating a Welcoming Atmosphere: Greet customers with a warm and friendly demeanor, ensuring they feel comfortable and supported.

Showcasing Our Inventory: Demonstrate in-depth knowledge of our vehicles, highlighting features, warranties, and benefits.

Providing Expert Guidance: Answer customer questions about financing options, the purchase process, and vehicle specifications.

Facilitating the Sales Process: Collect necessary documentation, accompany customers on test drives, and assist in determining trade-in values.

Securing Financing: Collaborate with our finance department to secure the best possible financing and ownership options for our customers.

Building Lasting Relationships: Follow up with past customers to ensure satisfaction and cultivate future sales opportunities.

Exceeding Customer Expectations: Utilize your exceptional customer service skills to build rapport and create a positive, memorable experience.

What We're Looking For:

A Welcoming and Friendly Demeanor: Creating a positive impression on every customer.

Active Listening Skills: To accurately determine customer wants and needs.

Customer Service Skills: Including interpersonal communication and rapport building.

Sales or Customer Service Experience: Preferred but not required

Excellent Organizational and Time Management Skills: To effectively manage multiple customers and tasks.

Teamwork and Collaboration Skills: To work seamlessly with the finance department and other team members.

Knowledge and Passion for Vehicles: A genuine interest in the automotive industry.

Valid Kansas Driver's License: With a good driving record.

Ability to Work 40-45 Hours Per Week: With flexibility to meet customer needs.

Coachable Attitude: Willingness to learn and grow.

High School Diploma or Equivalent

What We Offer:

Competitive Base Pay: \$3,000 per month.

Comprehensive Benefits Package: Including health insurance and 401K.

Ongoing Training and Development: To enhance your skills and knowledge.

A Supportive and Collaborative Team Environment: Where your contributions are valued.

Opportunity for Career Advancement: To grow with our company.

If you're ready to take your career to the next level, apply today! We look forward to hearing from you.

You can apply online and upload your resume here:

<https://www.holmbuickgmc.com/careers>