

Confidence Auto Group is a family-owned and operated automotive dealership that prides itself on providing exceptional customer service and a personalized vehicle buying experience. Our dealership has built a strong reputation on trust, integrity, and quality. We are seeking a dedicated and motivated Sales Consultant to join our team. If you are passionate about helping customers find the right vehicle and want to be part of a supportive, family-oriented environment, we want to hear from you!

Job Summary:

As a Sales Consultant, you will play a key role in helping our customers find the perfect vehicle to meet their needs. You will guide them through the sales process, from the initial consultation to vehicle delivery, ensuring a positive and seamless experience. This position requires excellent communication skills, a strong customer-focused mindset, and the ability to build lasting client relationships.

Key Responsibilities:

- Greet and assist customers in a friendly and professional manner, providing detailed information on our vehicle inventory.
- Listen to customers' needs and preferences to help them select the right vehicle.
- Conduct vehicle demonstrations and test drives to showcase key features and benefits.
- Stay up-to-date on product knowledge, including the latest models, features, and industry trends.
- Explain financing options and work with customers to secure financing solutions.
- Negotiate pricing and close vehicle sales while maintaining high customer satisfaction.
- Follow up with customers post-sale to ensure they are satisfied with their purchase and assist with any additional needs.
- Build and maintain long-term relationships with customers, encouraging repeat business and referrals.
- Meet or exceed sales goals and objectives set by the dealership.
- Maintain accurate records of all customer interactions and sales activities.

Qualifications:

- High school diploma or equivalent; college education or related sales training is a plus.
- Proven experience in sales, preferably in the automotive industry, with a successful track record of meeting or exceeding sales targets.
- Strong interpersonal skills and a passion for delivering excellent customer service.
- Ability to build rapport with customers and understand their vehicle needs.
- Excellent verbal and written communication skills.
- Basic understanding of financing and leasing options.
- Ability to work in a fast-paced, results-driven environment.
- Must be self-motivated, goal-oriented, and a team player.
- Valid driver's license with a clean driving record.

What We Offer:

- Competitive commission-based salary with bonus opportunities.
- Comprehensive benefits package.
- Ongoing training and development to help you succeed and grow within our company.
- A supportive, family-owned work environment where your contributions are valued.
- Opportunity to represent a reputable dealership known for integrity and exceptional customer service.

How to Apply:

We encourage you to apply if you're a driven Sales Consultant who values integrity, customer satisfaction, and a supportive work environment. Please submit your resume and cover letter to Jerry Trevino, jtreviso@aztecchev.com.