

5/04/2016  
West Bromwich

## **Used Sales Executive**

**Job Title:** Used Truck Sales Executive  
**Reporting To:** Mitchell Gough, Used Sales Manager  
**Accountable To:** David Morgan, Sales Director

**The position of *Used Truck Sales Executive* is a strategic role based from the Keltruck Ltd depot at West Bromwich**

### **Key Duties:**

Sale of used commercial vehicles in line with company budget / projections  
Actively seek new business opportunities  
Upsell additional services that the wider company provides  
Delivery handover on delivery / collection of the vehicle  
Work on own initiative & follow up leads with new and existing customers  
Liaising with head office and the wider sales team  
Having a responsibility for the used vehicle selection based at the Newark branch

### **The ideal candidate should:**

Work on own initiative  
Have experience in the sale of commercial vehicles  
Have excellent customer skills  
Have proven administration skills  
Possess a flexible approach to working hours  
Awareness and understanding of health and safety requirements

### **Particular experience / Skills essential are:**

Previous experience in the commercial vehicle industry  
Computer literate

### **Advantageous but not essential skills**

Previous sales track record

### **The position includes**

Competitive salary  
Bonus scheme  
Employee reward scheme  
Company Car