



## SALES CONSULTANTS

### Duties and Responsibilities

- Identifies the needs of a customer and provides a chance for meeting those needs through the purchase of products or services
- Assist potential customers to discover his/her requirements and then offers the best solution to make sure those needs are fulfilled
- Prepares, maintain and process various documents such as premiums, policies, renewals, licenses, changes and quotations to complete a sale
- Interacts with the Sales and Service team to follow-up on customer queries/concerns
- Meet or exceed the sales quotas
- Create customer base, maintain contact and build lasting relationships with customers
- Be in charge of marketing products and services
- Make sales calls and contact both potential and present customers
- Maintain records of all interactions with customers
- Must be aware of the latest market trends and remain updated on product knowledge
- Development of innovative and creative sales techniques for new cycle and scooter sales, parts and accessories are also part of the job
- Must carry out demonstrations to customers and educate them about cycles
- Analyze sales statistics and determine sales potential and inventory requirements

### The successful candidate should possess the following qualifications

- Preferred sales experience (3 - 5 years)
- Strong understanding of customer and market dynamics and requirements
- Strong PC skills, including experience in MS office, MS outlook and web Browsers, or equivalent and Windward reporting system experience is a plus
- Must have excellent communication skills, both written and verbal
- Excellent negotiation skills and must be innovative and persuasive
- Must have good networking skills and deal with a wide variety of customers and client companies
- Must be outgoing, energetic and confident
- Persons interested in this field must have a retail background, preferably with specialization in cycle, parts and accessories sales

**Salary will commensurate with qualifications and experience.  
Interested persons should forward a resume including  
certifications and at least two (2) references to:  
hr@cyclecare.bm or Fax: 292-2795**

**CLOSING DATE FOR APPLICATION IS  
NOVEMBER 15, 2012**

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PEMBROKE

**295.0003**  
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