



Sales Manager

Bermuda Motors Limited is looking to employ a **Sales Manager** to manage our busy sales department.

The Sales Manager is responsible for the sales success of the dealership vehicles, developing and planning objectives, managing sales budget and inventory in addition to providing effective leadership to the sales staff.

Key Responsibilities (included but not limited to)

- Sell and deliver requested units per month, prepares sold vehicles for customer delivery prior to customer arrival.
- Determine annual unit and gross-profit plans by implementing marketing strategies; analysing trends and results.
- Know and understands characteristics, capabilities and features of vehicles comparing competitive models.
- Implement Sales campaigns and promotional events, to increase new sales.
- Ensure dealership policy and internal controls are maintained.
- Implement sales objectives by forecasting and developing annual local sales quotas, projecting expected sales volume and profit for existing and new products.
- Recruit, coach, mentor, and motivate sales team daily to maintain high morale.

Minimum Qualifications and Experience

- High School diploma, Associates Degree is required and College/University degree preferred.
- At least five (5) years working with a manufacture brand and there reporting systems.

Skills and Abilities

- Must be able to travel a minimum of 6 weeks per year including weekends.
- Must demonstrate professional behavior and provide a high level of customer service.
- Must possess strong time management skills with the ability to manage multiple projects and shifting priorities. Produce accurate work and meet deadlines.
- Must have substantial problem solving and analytical skills. Able to negotiate at a senior management level; experience with financial reporting and presentations, Microsoft Office Suite with a firm grasp of Excel and PowerPoint.
- Must demonstrate leadership and excellent oral and written communication skills.

Some after hours work may be required. Salary will be competitive and commensurate with experience.

As part of the Gibbons Group of Companies, the position offers major medical insurance, a contributory pension plan, company discounts and an employee assistance program.

Interested persons should apply to:

Yulander W. Seymour

Human Resources, Bermuda Motors Limited

P. O. Box HM 454

Hamilton HM BX

E-mail: ywseymour@gibbons.bm

Closing Date

March 16th, 2018



BermudaMotors