



COMPREHENSIVE CAR CARE

We are seeking an experienced and results-driven tyre salesperson to join our energetic team at Kwikfit Killarney. The individual in this role would provide appropriate product solutions for our customers and nurture them through our purchase flow from start to finish. Candidates for this position should prioritize customer care, acquisition, and company profitability.

Salesperson Requirements:

- Excellent customer service and communication skills, both verbal and written
- Aptitude for negotiation and persuasion
- Highly motivated, determined, and target driven
- Proven track record in the sales environment
- Ability to meet and exceed monthly sales quota
- Ability to create and deliver client presentations
- Expert in time management and personal organization

Salesperson Duties and Responsibilities:

- Promote products/services to new and existing customers
- Perform cost-benefit and needs analysis of new and existing customers
- Close sales by means of excellent customer service and salesmanship
- Develop strategies for more effective sales closing, share with team
- Maintain positive business and customer relationships to prolong customer lifetime value
- Prioritize and/or escalate client questions and concerns to increase client satisfaction

Salary:

- Market related

All applicants to e-mail their CV to innocentia@pacecarrental.co.za

Closing date: 21 December 2018