

Port Boat House is an industry leading dealership for Yamaha Outboards, ATVs, SxS's, Ranger/Cutwater Boats, G3 Boats and North River Boats. We have been in business for over 40 years and are continually growing.

We are looking to add a Junior Sales Consultant to our Sales Team. The Junior Sales Consultant is honest and team oriented. While no sales experience is required preference will be given to individuals who enjoy the industry. If you have a passion boats, fishing, or recreational vehicles this is the place for you to start your career in Sales.

Key responsibilities include assisting customers in our retail showroom, showing boats at one of our storage yards, maintaining a professional retail environment, ensuring all product is priced and displayed effectively, monitoring and maintaining website listings for used product and following up with all online, phone and text inquiries.

Sales Goal Performance and Product Knowledge

- Continuously strive to increase productivity and product knowledge
- Achieve sales targets set by Sales Team and its manufacturers to enable long term growth
- Meet goals and objectives set for gross margins and the profitability of new and used unit sales
- Learn and maintain the highest level of product knowledge
- Play an active role in the support and promotion of the Parts and Service Department

Sales and Customer Support

- Committed and driven to taking initiative to increase customer engagement through timely, effective lead follow-up including responding to all emails and ensuring all phone calls and texts are answered in a professional manner
- Accurately log all leads and maintain an accurate record of contacts for Sales Manager
- Conduct demonstrations and presentations for customers & prospects in a professional manner
- Greet all customers promptly and professionally
- Learn and use product knowledge to discover the true needs and wants of the customer to meet and exceed customer service expectations
- Effectively address customer questions and concerns, document conversations, and take appropriate action to resolve any issues and increase customer satisfaction
- Support other department staff as necessary to maximize overall customer experience and ensure a seamless delivery process for clients
- Complete all related internal paperwork to ensure a smooth purchase for our clients and accurate information is gathered for manufacturers

Work Schedule and Benefits

- Tuesday thru Friday 8:30am to 5:00pm
- Saturday 9:00am to 4:00pm
- Group health, dental, life and disability benefits after 3 months of employment

Educational and experience requirements include:

- Excellent communication skills and ability to handle difficult situations calmly and confidently
- Knowledge of computer systems including Microsoft office, Outlook and Excel
- Driven to achieve results
- Accountable with strong work ethic and consistent attendance
- Highly organized with strong time management skills

- Ability to work independently and complete daily activities according to work schedule

Salary

- 16.00 to 20.00 per hour
- Commission Pay
- Bonus Pay