



EXTERNAL VACANCY: ASSISTANT PARTS MANAGER

The Assistant Parts Sales Manager will be responsible for achieving spare parts sales and gross profit targets, developing strategic sales and marketing plans, and ensuring the highest level of customer satisfaction. This role involves managing a sales team, executing marketing strategies, and promoting safety and organizational initiatives.

MAIN TASKS

1. Responsible for achieving annual sales and gross profits targets by developing and executing strategic sales plans and objectives to expand parts sales.
2. Develop and provide accurate monthly sales forecasts to management.
3. Manage pricing and discount strategies to maintain budgeted gross profits.
4. Manage the parts sales team to ensure sales targets are achieved.
5. Responsible for researching and developing marketing opportunities and plans, understanding consumer requirements, identifying market trends, and suggesting system improvements to achieve the spare parts marketing goals.
6. Develop sales promotions and work closely with the marketing team to ensure promotional targets are met and ROI.
7. Conduct market survey bi-annually to ensure TTTL's parts price competitiveness. Report on findings of the survey and make recommendations to close gaps.
8. Conduct customer surveys bi-annually to understand customer voice. Report on findings of the survey and make recommendations.
9. Coordinate training plans, motivate and monitor the performance of all parts department staff.
10. Manage safety policies of the company and actively promote departmental safety initiatives.

EDUCATION & EXPERIENCE

- 1st degree in Business Management or related discipline.
- Two years' sales Supervisory experience.
- Ability to deliver superior customer service.
- Ability to multitask and perform in a fast-paced environment.
- Computer literate.
- Experience in the Automotive Industry would be a definite asset

HOW TO APPLY

Applications can be sent to: careers@toyota-trinidad.com no later than July 1, 2024.