



FLEET SALES REPRESENTATIVE BARATARIA BRANCH

OVERVIEW

The Fleet Sales Representative will be responsible for growing sales volume and expanding corporate business through continued prospecting, maintaining existing customer base, and providing high levels of customer service.

MAIN TASKS

- To maximize sales volume and generate new sales through continuous prospecting that will turn into long-lasting business relationships.
- Maintain Key Account customer base through continuous follow up to maintain & strengthen relationships by proposing solutions that meet their objectives.
- Serve as the link of communication between key customers, After Sales & internal teams.
- Ensure the highest quality products and services are delivered to customers in a timely manner.
- Resolve customer problems and complaints to maximize satisfaction and maintain trust.
- Preparation of reports on customer needs, problems, interests, competitive activities, and potential for new products and services using key account metrics.
- Consistent performance of all functions such as Customer Relationship Management (CRM) system updates, processing quotes, placing orders & expediting back orders.
- Ability to effectively present information and respond to questions from groups of Directors, Managers, clients, and customers.
- Periodic review of accounts receivable and collectively solve all identified issues.
- Maintain a consistent level of customer service to both new and current customers by improving selling skills and product knowledge through continuous training.
- Responsible for meeting all targets set out at the beginning of each month.
- Understanding and application of the REA philosophy.
- Any other related duties.

MINIMUM EDUCATION & QUALIFICATIONS

- Bachelor of Arts Degree in Business Administration.
- Familiarity with BRM and CRM practices along with ability to build productive business professional relationships.
- Proven track record in sales and providing solutions based on customer needs.
- Excellent selling, communication, and negotiation skills.
- Experience in the motor vehicle sales industry will be an asset.
- Experience in commercial sales with industrial sales experience.
- Product knowledge of the Toyota Brand will be an asset.

• HOW TO APPLY?

Applications can be sent to careers@toyota-trinidad.com by December 8, 2025