



HINO SALES REPRESENTATIVE BARATARIA BRANCH

OVERVIEW

The HINO Sales Representative is a results-driven individual who has an in-depth knowledge of the automotive industry and HINO products. The incumbent must be capable of selling the company's products and services with the aim of providing quality service and value to customers. The incumbent is responsible for customer profiling, sale pipeline planning, time management, upselling and cross selling.

MAIN TASKS

- Ability to contrast and compare features and benefits of HINO models.
- Develop customer profiles for sale planning.
- Create a showroom browsing experience to match customer's needs and interests.
- Develop and maintain an active social media platform for prospecting new business.
- Build and maintain customer relationships.
- Manage sales pipeline towards the achievement of monthly KPI's.
- Achieve set monthly sales targets and accurately complete sales documentation.
- Accompany customers on test drives with the aim of closing the sale.
- Perform other duties as required.

MINIMUM EDUCATION & QUALIFICATIONS

- 5 CXC O' Level passes
- 1 years' experience in Commercial Sales within the automotive industry.
- Excellent interpersonal & communication skills.
- Experience in Microsoft Office Suite.
- Certificate in Sales will be an asset.

HOW TO APPLY

Applications to be sent to: careers@toyota-trinidad.com no later than **July 17, 2023**.