



Sales Consultant Job Description

Burns Chevrolet is family-owned and operated business in Gaffney, South Carolina. We are a growing team committed to building long-term relationships through unparalleled customer service. After almost 40 years in Gaffney, many of our customers now send their children and grandchildren to us to purchase their next vehicle.

We are looking for another great Automotive Sales Associate to join our team in Gaffney, South Carolina. We have a clean, modern showroom and offer our associates a team environment, great benefits, and ongoing training and support. If you are ready to join a motivated team that values integrity, professionalism, and teamwork, apply to join the team at Burns Chevrolet of Gaffney.

Previous experience not required. Those with experience in customer service, financial services, and the restaurant industry have proven to be very successful when switching careers to auto sales. We will provide all the training you need to be successful.

Our sales team enjoys these benefits:

- Fun, team-oriented work environment
- Paid training and opportunities for career growth
- Flexible scheduling Monday - Saturday
- Competitive pay with uncapped earning potential
- Weekly pay through direct deposit
- Employee Discounts
- Generous 401(k) match
- Medical, Dental and Vision Insurance benefits
- Holiday Pay and Paid Time Off

Our salespeople are responsible for responding to leads, matching customers to vehicles that meet their needs, and following up with customers after their vehicle purchase. Salespeople support the sales process by providing an unparalleled level of knowledge and authenticity to help customers find the vehicle they're looking for.

The ideal candidate will strive to grow the dealership and their career by building relationships with customers and hitting challenging monthly goals. They will be enthusiastic, reliable, and have a "team-player" attitude.

Qualifications

- Commitment to providing an exceptional customer experience.
- Excellent communication and interpersonal skills.
- Strong work ethic with the ability to work in a fast-paced, results-driven environment.
- Ability to organize, prioritize, multi-task, and meet deadlines.
- Basic computer skills, with proven ability to learn new systems and applications.
- Professional appearance.
- High School Diploma or equivalent.
- Demonstrated ability to read, write, and communicate effectively in English.
- A valid driver's license.
- A clean driving record with no more than two moving violations or DUI's in the last three years.
- Authorization to work in the United States.

Compensation

We offer a guaranteed salary through training and monthly bonuses. Base salary of \$1,700 per month plus commission (generally \$3,000-\$5,000 per month based on sales volume). Sales Associates average \$56,000 – \$80,000 annually, with top producers earning over \$100,000.

Physical/Visual/Mental/Environmental Factors

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- The noise level in the work environment is usually quiet to moderate and the environment is consistent with a controlled environment within an office area.
- The employee frequently is required to walk and sit.
- The employee is occasionally required to stand for an extended period of time.
- Requires excellent visual acuity and manual dexterity.
- Requires occasional driving and frequent computer data entry.
- Must adhere to regular and predictable attendance

Burns Chevrolet of Gaffney is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age, protected veteran or disabled status, or genetic information.

Interested applicants should apply using the form on our Employment Opportunities page:
<https://www.burnschevyofgaffney.com/careers.aspx>