

Sales Consultant, Cars and Finance

Our vision is to be the leader in car purchase and ownership for Australian consumers. Every day we live and breathe our brand promise of being 'a better way to buy cars'. Since our inception in 1990 we've proudly put over 80,000 cars on the road. Our success comes from our dedicated and enthusiastic staff who are passionate about their work and together deliver exceptional customer focused outcomes.

We are looking for a sales professional with outstanding consultative selling experience who is able to walk alongside customers to help them achieve their goals. This is a 'warm lead' environment so your ability to understand and educate customers will be the key to your success.

Your New Role

Your responsibilities will include:

- Utilising your exceptional consultative selling skills to assist customers achieve best value to purchase, own and run their car of choice;
- Managing a strong lead pipeline to maximise vehicle sales, and product upsell;
- Gaining an in depth understanding of the automotive industry, as well as the features and benefits of leasing and salary packaging; and
- Building lasting relationships with internal and external clients.

About You

Your skills and experience include:

- Well-developed consultative selling and rapport building skills;
- Strong understanding of sales process;
- A proven ability to present a package solution and "close the deal";
- Excellent problem solving and numerical abilities;
- A well organised professional approach;
- Desire to work in a team environment; and
- Demonstrated sales experience in either the automotive, automotive finance, or salary packaging industries would be highly regarded.

Our Culture

When it's time to add a new member to the nlc family we look for people who:

- Place respect and honesty at the basis of relationships
- Embody our value 'we do what we say we will do'
- Live by the mantra 'customers are at the centre of our thinking'
- Are excited by change and growth and want to join us on our journey

At the heart of our strategy is our commitment to be 'A Place People Love to Work'. We treat people as people, understanding that you work to live and not the other way around.

Our added benefits include; a personal development allowance, a full calendar of events with many celebrations throughout the year, paid volunteer leave, access to salary packaging and a range of discounts on cars and car servicing.

Joining nlc means being part of a terrific group of people who enjoy working and celebrating together.

Sounds like you? We would love to hear from you.

For more information about a career with us please visit <https://www.nlc.com.au/careers>