

Sales Representative

We are looking for an enthusiastic and knowledgeable sales representative to help customers find the right automotive accessories for their vehicles. This role involves providing product guidance, preparing quotes, and coordinating installations with the service team. Whether it's tonneau covers, suspension kits, tires, or electronics, you'll help customers choose solutions that meet their needs and preferences.

The ideal candidate has strong communication skills, sales experience (preferably in the automotive industry), and a customer-first mindset. You'll be key to creating a great in-store experience and driving repeat business.

- a. Assist walk-in customers and respond to phone or online inquiries regarding automotive accessories, including tonneau covers, truck caps, side steps, tires, suspension systems, and more.
- b. Provide expert product recommendations based on customer needs, vehicle type, and usage preferences.
- c. Prepare accurate quotes, process sales transactions, and coordinate installation appointments with the service team.
- d. Maintain up-to-date knowledge of new products, industry trends, and vehicle compatibility to better serve customers and drive sales.
- e. Build and maintain strong customer relationships to encourage repeat business and referrals.
- f. Upsell complementary products and services to maximize revenue per transaction.
- g. Manage special orders, track shipments, and communicate with suppliers to ensure timely delivery of products.
- h. Maintain clean and visually appealing product displays in the showroom.
- i. Collaborate with the installation team to ensure seamless customer service from sale to installation.
- j. Assist in resolving customer concerns or warranty issues with professionalism and efficiency.