

USED TRUCK SALES REPRESENTATIVE

POSITION OVERVIEW

The Used Truck Sales Representative is a vital member of the Sales Team, who is self-motivated, pro-active, and customer service focused. The Used Truck Sales Representative is responsible to directly interacting with and calling on potential prospects and customers.

COMPANY OVERVIEW

Beltway Companies is the largest commercial truck dealership in the state of Maryland and is a holding company for seven full service commercial truck dealerships. Commercial truck lease and rental are provided by Idealease of Baltimore and a large inventory of all-make preowned trucks are available at the Used Truck Center in Baltimore. Beltway Companies takes the hassle out of truck operations with more than 92 service bays, over \$3 million in stocked parts, and full line medium duty, heavy duty and severe service International® trucks. Locations include Annapolis, Baltimore, Cumberland, Elkton, Frederick, and Hagerstown.

DUTIES & RESPONSIBILITIES

- Call on and market to prospective customers
- Maintain customer database and build customer relationships
- Build truck quotes and close sales deals
- Follow up with customers and sell dealership capabilities
- Work floor duty as assigned
- Complete assigned training and develop understanding of our dealership and all product offerings
- Consistently meet or exceed sales goals

IDEAL WORK QUALITIES

- Basic knowledge of commercial trucks
- Direct sales experience required
- Strong verbal and written communication skills
- Good time management and organizational skills
- Engaging and positive attitude
- Must be able to obtain a Maryland vehicle sales license and CDL

BENEFITS

This position offers an outstanding pay package including base salary commensurate with experience plus commission. Beltway Companies offers excellent pay and benefits package including health, dental and vision insurance, flexible spending, group life, disability, voluntary life insurance, holiday and vacation leave pay.

Beltway Companies promotes a team sales environment, customer service, training and personal development.

APPLY ONLINE: www.beltwaycompanies.com