

## Description:

Currently Car Toys is hiring for **Commercial Sales Managers!** If you have previous B2B sales experience and you are **driven, focused and ready to take on a challenge**, then this position is for you!

**This is a great opportunity to develop as well as utilize any previous B2B selling experience! If you like being on the move, making money and having a little fun along the way...Apply Now!!!**

### Essential Job Duties:

This position will deal with all necessary aspects of being an integral part in a financially-stable and profitable retail store. We are looking for individuals with strong retail experience who love to get the job done, go the extra mile and always exude a positive attitude! While utilizing previous sales experience; you will be required to complete the following items:

- Handle all aspects of a successful sale from: identifying the customer's needs, presenting appropriate solutions, processing of the sale and making sure the customer leaves the store satisfied with their experience at Car Toys.
- Present and grow skills relating to: cold calling, prospecting, B2B sales, post-sale follow-up
- Establish, maintain and exceed sales goals through previous experience, training and management guidance
- Be a positive part of an environment which rewards teamwork, communication and excellent customer service while helping all individuals meet these established levels of performance
- Follows all company policies and procedures in a professional manner

Here is your opportunity to find out why Car Toys is not only a **"Better way to go"** for car electronics, but also for employment!

## Requirements:

### We're looking for...:

- 1 or more year's prior successful store Commercial Manager experience and/or outside sales experience.
- Must have good driving record, insurance and reliable transportation.
- Can work independently with minimal direct management from supervisor.
- Car stereo and communications product knowledge a plus.
- Should possess insurance replacement and wholesale industry knowledge.
- Effective communication, organizational and time management skills.
- High level of ambition, strong customer service skills and demonstrated leadership qualities.
- Computer literate in Microsoft Windows based software.
- Knowledge in GERS is not required; but would be helpful.

### We've got the BEST in benefits:

- Medical, Dental and Vision coverage for employees
- Matching 401k plan
- Paid vacation program
- Income potential above the industry average
- Generous employee purchase program
- Special employee wireless rate plans

**Car Toys, Inc.** supports and encourages a diverse workplace. Any offer of employment is contingent upon the results of a pre-employment background check.