

# PETER COOPER

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## MOTOR GROUP

### CARS OF ALL MAKES AND MODELS

**The Peter Cooper Motor Group strives to recruit the most passionate and dedicated team members to help expand our successful business. We do this by exceeding expectations and building confidence and loyalty throughout our team and customers.**

**Insistence on hiring the best people, giving them the best training, and investing in the best resources, ensures we provide Peter Cooper's customers with the best possible service, all the way through their ownership of a Volkswagen. If you believe you have the personality and capabilities to join our successful team we would love to hear from you, as we are always looking to bring on new talent.**

#### **Sales Controller**

We are seeking Sales Controllers to join our successful teams across the Group. The ideal candidate will have strong leadership skills and a strong sales background.

#### **Essential Skills/Experience**

- Highly organised
- Team ethos
- Excellent communication skills
- Initiative and forward thinking
- Motivated and driven

#### **Key Tasks**

- Achieve and strive to exceed all targets and sales objectives through a well-developed and motivated sales team
- Sell maximum amount of finance and insurance possible in line with market share/penetration targets

- Achieve maximum, balanced profitability on sales of finance and insurance products
- Ensure the implementation and management of sales and referral processes
- Ensure highest degree of customer satisfaction to achieve customer loyalty
- Work with Sales Specialist to ensure customer awareness of product range, including extended warranty and finance facilities
- Help Retailer to achieve industry-leading standards of customer care and process efficiency

If you share the values below, you can look forward to developing an enjoyable and rewarding long-term career with us.

**P**rofessional    **Demonstrate expert knowledge and skills**

**E**xcellence    **Be outstanding in all that we do**

**T**rustworthy    **Be open, honest, decent and fair**

**E**veryone    **For the benefit of our business**

**R**espectful    **Treat others in the way that you expect to be treated**

**Our Mission:** A successful business, which exceeds expectations and builds confidence, loyalty and pride in our team and customers

Our financial package and group employee benefits, makes working with The Peter Cooper Motor Group a fantastic career opportunity. If you believe you have the required skills and experience, please do apply for this vacancy and upload your CV and covering letter. Alternatively, please call our Internal recruitment department who will be happy to have an informal chat.

**\*\*Strictly No Agencies\*\***