



Mercedes-Benz

Intercounty Truck and Van Limited

Career Opportunity

24th June 2021

Van Sales Consultant

Intercounty Truck & Van Ltd has been operating as a Mercedes-Benz franchise for over 15 years, now covering the five counties of Northamptonshire, Cambridgeshire, Buckinghamshire and Bedfordshire with dedicated commercial vehicle dealerships to support our customer base.

Our technicians, sales teams and back office support all share the same goal; to deliver an unrivalled customer experience, adding value through our products and services. Whether you run a single van or hundreds of trucks, Intercounty has the expertise across a diverse customer portfolio to offer the best service.

We are currently looking to recruit a Van Sales Consultant in Boston as part of our ongoing business expansion.

Basic Salary £18,000 - £22,000 with OTE circa £50,000

The appointed person will be responsible for maintaining the existing customer base and developing new business opportunities with the ambition to build market share for the Mercedes-Benz product.

Job role and responsibilities:

Selling new Mercedes Benz commercial vehicles and providing a first-class customer experience

Identify and target prospective clients

Maximise sales opportunities

Effectively follow up on leads from marketing campaigns and inbound data

The successful candidate will have:

Self-motivated and dedicated individual

Proactive approach in generating new business leads

Excellent communication and presentation skills

Proven strong negotiation skills

The ability to thrive in a target driven role

Excellent organisational skills

Driving Licence

It would be advantageous to have the following experience:

Kerridge experience

Experience using a CRM system



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The package:

Basic Salary subject to experience and recognised track record

Un-capped commission

Mercedes-Benz Company Vehicle including fuel card

Laptop

Mobile Phone

Designated sales support and sales progressor

If you feel you have the skills required for this challenging and rewarding role then please apply.

Job Types: Full-time, Permanent

Pay: Up to £50,000.00 per year

If you feel you have the skills required for this challenging and rewarding role then please apply to Adrian George on the email, telephone or address listed below.

Adrian George – Head of Van Sales, Intercounty Truck & Van Limited, Stewarts Road,
Finedon Road Industrial Estate, Wellingborough, Northamptonshire NN8 4TR Tel: 07940 458055
Adrian.george@intercounty.org.uk