

## **Join the Novus Automotive Family at Marigold Ford Lincoln!**

As the premier Ford Lincoln dealership in the Whitby region, Marigold Ford Lincoln (MFL) has earned a reputation for surpassing client expectations every single day. We believe in providing personalized service to our customers and making their journey as MFL buyers or owners as enjoyable as possible.

We are now looking for passionate individuals to join our team and contribute to our continued success. At MFL, you will have the opportunity to work in a dynamic and supportive environment where your skills and dedication will be valued.

If you're enthusiastic about delivering exceptional service and being part of a team that values excellence, Marigold Ford Lincoln is the place for you.

**Meet Novus Automotive:** In 2024, we launched a forward-thinking dealership brand that encompasses six dealerships across the Durham Region, including MFL. We are Novus Automotive, dedicated to reshaping the relationship between dealerships and drivers by crafting seamless experiences that bring peace of mind to the road.

### **Position Overview:**

The Sales and Leasing Specialist at Marigold Ford Lincoln plays a vital role in creating a positive dealership experience by actively engaging with customers and providing support throughout the sales and leasing process. The successful candidate will achieve or surpass individual sales goals while adhering to licensing requirements and dealership policies. Strong interpersonal communication skills and a firm understanding of dealership vehicles' capabilities are instrumental for succeeding in this role.

### **What You'll Do:**

- Interact with customers in an enthusiastic, professional manner to help them find a vehicle that suits their needs.
- Build and maintain positive relationships with customers to encourage repeat business and referrals.
- Execute vehicle sales and leasing transactions in accordance with OMVIC regulations and dealership procedures, consistently aiming to achieve or exceed sales targets through effective sales and negotiation strategies.
- Develop a firm understanding of the dealership's current vehicle inventory, helping customers to make informed decisions.
- Deliver high-quality demonstrations of vehicle features and capabilities tailored to customer interests.

- Address customer inquiries regarding vehicles, financing, and leasing options, and conduct follow-up interactions to ensure customers are satisfied with their purchase.
- Perform other sales-related duties and projects as directed by management.

#### **What You Bring:**

- Must have a valid Ontario Class 'G' Driver's License
- Must have a valid OMVIC
- Excellent verbal and written communication skills, maintaining a positive, professional approach with customers and team colleagues.
- Previous experience in automotive sales.
- A firm understanding of vehicles and leasing terms is necessary.
- Problem-solving skills with the ability to address customer concerns throughout the sales and leasing process.

#### **What We Offer:**

- Paid time off to support you right from the start! Including, 5 paid personal days, 3 weeks of vacation time (with 4 weeks after 5 years, and 5 weeks after 10 years), 2 paid volunteer days, 3 paid bereavement days and 5 paid new parent leave days.
- Competitive Compensation: \*\*This is a 100% commission-based role with a minimum wage guarantee. The estimated range of \$70,000-120,000 annually is not guaranteed. Actual compensation may be higher or lower depending on individual performance and experience\*\*
- Enrollment in our comprehensive benefit plan from day one
- Vehicle purchase program
- Tools for success, including ongoing training and management support
- Great team environment!

We thank you for your interest in employment with Marigold Ford Lincoln, however, only applicants selected for an interview will be contacted.

*Please note, this posting is intended to build a pool of qualified candidates for future opportunities that may become available.*

*Novus Automotive is committed to providing accessible employment practices that are following the Accessibility for Ontarians with Disabilities Act (AODA). If you require accommodation during any stage of the recruitment process, please contact [HR@novus.auto](mailto:HR@novus.auto).*