

## **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.

### **What You Will Do:**

- Engage with customers to understand their vehicle needs and preferences.
- Demonstrate in-depth knowledge of Ford vehicles and their advanced technological features.
- Utilize digital tools and resources to provide personalized recommendations and solutions.
- Guide customers through the sales process, including test drives, financing options, and vehicle customization.
- Foster long-lasting relationships with customers by delivering exceptional service and follow-up support.
- Collaborate with team members to achieve sales targets and contribute to the success of the dealership.

### **What You Bring:**

- Previous experience in automotive sales or customer service, with a passion for exceeding customer expectations.
- Strong communication and interpersonal skills, with the ability to connect with customers and build rapport.

- Technologically savvy, with a keen interest in learning and utilizing digital tools and resources.
- Results-oriented mindset, with a drive to achieve sales targets and deliver outstanding results.
- Team player who thrives in a collaborative environment and is committed to the success of the team.
- High school diploma or equivalent; additional education or certifications in sales or automotive-related fields are a plus.
- Valid Ontario Class G Driver's License
- Valid OMVIC Certification

**What We Bring:**

- 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
- Enrollment in our comprehensive benefit plan day one
- Competitive compensation package
- Tools for success including ongoing training and management support
- Career growth opportunities
- 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.

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)