



JOB DESCRIPTION: CAR BUYER

Role Title:	Car Buyer
Type:	Permanent
Location:	West Midlands - Solihull
Hours:	47.5 hrs per week (must include Hrs on a Sat)
Salary:	£23,500 Basic Pay + Commision OTE £30,000 - £50,000

We are recruiting immediately for an enthusiastic, passionate Car Buyer to join our growing team at our Solihull Branch. We are a fast growing company, who are reputable, professional with a faced paced culture. Motor trade knowledge and experience is essential and preferred, however it can be trained to the right individual. As the face and voice of Sell Your Car 2 Jack, you must have an excellent telephone manner and be able to negotiate with ease on the phone and in person. You must offer excellent customer service, be confident in your knowledge and experience and enjoy working towards targets that give you the opportunity to earn more. Your role is to buy cars from our customer appointments in the branch, plus you must be able to turn leads generated by our website into purchases. You must be able to work well on your own, but also in a team environment.

Sell Your Car 2 Jack is a car buying service based in the West Midlands offering a speedy, convenient and hassle free way to sell your car.

VISION MISSION VALUES

Our **VISION** is to provide our service in every major city and surrounding locations in the UK.

Our **MISSION** is to be the Nation's first and only choice when selling your car.

Our **VALUES** ARE: Local, Trusted, Honest, Friendly, Customer Love.

What we do:

- **Honest friendly and trusted [local car buying](#) service**
- **Genuine no obligation offers to buy your car**
- **No admin fees or hidden charges**
- **Immediate payment via bank transfer**
- **Simple, quick and hassle free**



The Job:

- Understanding of the current used car market and be able to accurately value vehicles.
- Be fully capable to appraise & purchase vehicles following our guidelines.
- Offer outstanding customer service at all times.
- Nurture inbound leads via our marketing channels with the key focus to arrange customer appointments and purchase vehicles.
- Use & Utilise the bespoke CRM system to manage your pipeline and diary effectively.
- Responsible for the re-marketing of vehicles through a variety of different channels.
- Additional research will be required to accurately value more challenging vehicles.
- Self motivated with a can do attitude and passion to further themselves with the growth of the business.
- Work well independently & as part of an expanding team & business.
- Work in a fast paced environment where every customer & car is different.
- IT, communication and strong customer service skills are expected.

(You will be provided with full training for the above)

Essential Skills:

- A current, full driving licence. (You must notify us if you have any driving offences)
- Experience of working within the motor industry in any capacity
- Motor trade Knowledge Essential
- Target Driven & able work to KPI's
- Customer focused, with excellent personal skills and telephone manner.
- Ability to persuade and negotiate.
- Ability to organise and prioritise without supervision or management.
- Over 25 years of age

Hours

- **Normal office hours Mon to Fri: 8.30am - 6.30pm**
- **Saturday: 8.30am - 5pm**
- **Days off: Sunday and one weekday**
- **(Flexibility within these hours negotiable)**



Holiday

20 Days Holiday plus Bank Holidays (8)

Salary & Package

Basic Salary: £23,500 (Depending On Experience)

Commission: £12,000 - £19000 OTE: £35,000 - £40,000 + (Uncapped Commission)

- Bank Holidays off
- Every Sunday off
- Weekly day off in the week
- Monthly staff outing / team building activity
- Collective team commission earnings (earn whilst your not at work - holidays/days off etc)
- Healthy working environment, with little stress and a fun atmosphere
- Opportunities to grow and excel as the company expands
- Commissions paid each month in arrears
- 20 Days Holiday plus Bank Holidays (8)

Appraisal & Progression

We are a growing business with grand plans for the future. We want to take all our employees on the journey with us. We offer fantastic opportunities to grow with the business and further your development and skill set. New branches and new locations are in the future expansion plans with the opportunity for you to become the manager of your own location.

The above duties and responsibilities are intended to represent current priorities and are not meant to be an exhaustive list. The post holder may from time to time be asked to undertake other reasonable duties and responsibilities. Any changes will be made in discussion with the post holder according to business requirements.

If you think you have the relevant skills & experience for this role please submit your CV to clare@sellyourcar2jack.com & contact Clare if you require further information on 0121 296 3829.