



Mercedes-Benz

Mercedes Benz Truck & Van (NI) is Northern Ireland's only official Mercedes-Benz Commercial dealer. Do you want to be part of an ambitious, fast-moving Company, offering excellent working conditions, competitive salary and opportunity for progression? We are currently recruiting for the following position at our Mallusk depot:-

Business Development Representative

This is an excellent opportunity for a committed individual to join our Aftersales Team. Focusing on building new and repeat business with new and old customers covering all areas of Northern Ireland. Customer service skills are paramount to this role as the successful candidate will be required to maintain the highest standards of customer contact and communication at all times. The key purpose of our Business Development Representative is to act as a point of contact for customers, to identify their needs effectively and manage the customer relationship throughout. In addition you will be responsible for completing the necessary paperwork as per Mercedes-Benz UK and internal requirements.

Through a regular visit programme to existing and potential customers throughout Northern Ireland the key purpose of this role is to develop both new and existing Aftersales business. The successful candidate will be responsible for identifying new business opportunities and promoting the full range of products and services offered by both the Parts and Service departments. They will be proactive and results orientated.

The successful candidate should have previous experience in a Direct Sales role, preferably in the commercial vehicle industry, with a working knowledge of workshop operations, warranty procedures as well as competence in the use of Dealer Management Systems. Individuals with a strong sales background and a willingness to learn will be considered. Previous experience in a customer facing role is essential. You will have the ability to work on your own initiative and build customer relationships. You should have excellent computer skills and hold a full clean driving license.

In addition to a competitive salary you will enjoy enhanced benefits which include:-

- A company vehicle, Mobile phone & Laptop will be provided
- Sales related Bonus scheme
- 30 days annual leave (includes Statutory days)
- Extensive Mercedes-Benz Training
- Sick pay and enhanced critical illness sick pay
- Pension Scheme
- Group Profit Share Scheme
- Death in Service benefit
- Salary Sacrifice Car Scheme
- Childcare vouchers
- On-site Staff Restaurant & Car Parking

If you wish to apply please contact Lynne Savage, HR Officer, for an application pack by calling **028 9034 2411** or email lynne.savage@m-btruckandvan.co.uk Completed application forms should be returned by

Monday 23rd July 2018.

We strive to be an equal opportunities employer.

www.mbtvni.com