



RV Sales Consultant

Permanent Full-Time Position

Introduction

Bucars RV Centre is looking for a professional, self-motivated, and knowledgeable RV enthusiast seeking a fun and active work environment as an **RV Sales Consultant**. If you are dependable, respectful, and strive to provide the best customer experience possible, we are looking for you!

Responsibilities & Duties

- ⊗ Understand and implement the dealership sales process
- ⊗ Assist clients in selecting the perfect RV that suits their needs and lifestyle
- ⊗ Present and demonstrate inventory features and benefits
- ⊗ Utilize Customer Relationship Management software
- ⊗ Remain up to date on product enhancements and market trends
- ⊗ Participate in regular and ongoing sales training
- ⊗ Build and foster a network of clients to create new opportunities and revenue growth
- ⊗ Provide a "Refreshingly Different" and professional sales experience for clients
- ⊗ Maintain regular follow-up with current and prospective clients
- ⊗ Ensure paperwork is completed, accurate and precise
- ⊗ Perform opening and closing duties
- ⊗ Maintain accurate records
- ⊗ Maintain ongoing awareness of ever-changing in-stock inventory
- ⊗ Actively participate in sales meetings
- ⊗ Perform other miscellaneous duties as assigned

Qualifications

- ⊗ Sales experience is preferred, but we will train the right candidate
- ⊗ Professional demeanour and appearance
- ⊗ Strong knowledge of sales principles, methods, and techniques
- ⊗ Excellent listening skills
- ⊗ Strong written and verbal communication skills
- ⊗ Self-motivated with an engaging level of enthusiasm
- ⊗ Strong computer proficiency
- ⊗ Great presentation skills
- ⊗ A team player
- ⊗ High level of integrity and work ethic



- ⊙ Problem identification and objection resolution skills
- ⊙ Ability to perform basic calculations
- ⊙ Must possess a valid driver's license
- ⊙ Must possess a valid AMVIC certification
- ⊙ Passion for the outdoors and camping is an important feature we look for in candidates

What We Offer

- ⊙ Above average commission potential
- ⊙ Bonus programs
- ⊙ Healthcare and Benefits Package available
- ⊙ Constant learning opportunities and professional development
- ⊙ Positive and encouraging work environment

Compensation

The sales commission structure is variable pay as a percentage of inventory sold.

Company Profile

Established in 1959, Bucars is proud to be the first Calgary RV dealership offering a wide variety of campers, trailers, and motorhomes to RV enthusiasts in Western Canada.

Situated on 12 acres, we make shopping for your new RV comfortable with our 14,000 sq ft. showroom, and 19,000 sq ft service shop.

We are an industry-leading, locally owned RV dealership with a strong reputation in the RV Industry. We firmly believe in a family-centered, customer-focused, and enjoyable work environment. We aim to have the best customer experience in the RV industry and the best in any industry.

How to Apply

If you meet the above qualifications and can feel you can fulfill the responsibilities of the **RV Sales Consultant**, please submit your resume and cover letter in our application form.