



Example of Truck Sales Job Description

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Our growing company is searching for experienced candidates for the position of truck sales. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for truck sales

- Inspect and evaluate potential truck packages to determine vehicle condition, purchase pricing, and resale channel in coordination with the Centre Manager
- Oversee the acquisition of needed retail focused inventory for SelecTrucks of Toronto
- Oversee the wholesale focused resale of purchased equipment to Daimler Trucks North America Dealers, independent dealers including the administration of each sale
- Coordinate with the Centre Manager on retail /wholesale mix
- Coordinate the transportation, minor reconditioning, and storage of vehicles purchased
- Manage wholesale inventory to deliver adequate inventory turns and minimize aging depreciation risk
- Market and promote wholesale trucks using numerous advertising mediums including
- Maintain Salesforce CRM
- Contact Accounts, Fleets and Suppliers of truck inventory in order to buy trucks for the center
- Meet with Accounts Fleets and Suppliers to view, evaluate and purchase trucks for the center

Qualifications for truck sales

- Have at least basic sales experience in retail or related types of industry

- A pro-active decision maker
- Frequent business travel to assure effective communication and alignment is required
- Coaching and facilitation skills for driving change and continuous improvement