



Example of Truck Sales Job Description

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Our company is growing rapidly and is looking for a truck sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for truck sales

- Work with the district to resolve issues during and after the sale is completed
- Work with Remarketing team to sell aged inventory
- Manage inventory by completing daily yard check and organizing yard with unit placement, maintain database of vehicles on the yard, ensure pricing and sell sheets in windows are current, and work with Out-Service Center to ensure units are ready to be sold
- Maintain accounts and deals in Sales Force, ensuring all data is up to date and accurate
- Schedule follow-up tasks with customers who have purchased and with those who have looked but not purchased
- Identify under or overpriced vehicles and work with the pricing team to align vehicle pricing with the current market
- Work with the Region Asset Manager to ensure each vehicle is properly represented, including specs and pictures
- Ensure all steps are followed in the system to transfer units from the field to Remarketing for sale
- Acquire, on-board and grow new For Hire and Private Fleets in the trucking segment
- Manage and grow existing account base by providing solutions for accounts to acquire both radio and service

Qualifications for truck sales

- Last least 2 years in the class 8 trucks sales market

- 5-7 years of outside B2B sales, preferably including new business development
- Selling within or to the Truck vertical is a significant plus
- Knowledge of heavy truck, finance/insurance and technology industries strongly preferred
- Excellent work ethic, with the ability to succeed in a competitive, high-performance work environment