



Example of Used Car Sales Manager Job Description

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

Responsibilities for used car sales manager

- Other duties may be assigned by general management
- Hire, motivate, mentor and train the New & Used Sales team
- Work with the team to maintain sales profitability of New and/or Pre-Owned Vehicles
- Manage Customer Retention
- Establish and maintain performance standards
- Work with the team to maintain sales profitability of Pre-Owned Vehicles
- Hire, motivate, mentor and train the Used Car Sales team
- Hire, motivate, mentor and train the Used Sales team
- Grow UV department and exceed budget expectations
- Manage operations for UV department

Qualifications for used car sales manager

- Sales (Used car)
- Must understand inventory control
- Must be able to pass pre-employment screenings (Background/Drug)
- Import experience is required
- High Volume experience is required
- Proven track record in automotive retail industry as an automotive General Sales Manager, New Car Manager, Finance Director, and/or Used Car Manager