

# Job Opportunity

**Heritage**  
automotive

Job Title	Local Business Development Executive
Location	Salisbury Audi
Reporting to	Sales Manager Stewart Catterall
Job Purpose	To develop a long term relationship with Salisbury's local business sector through advising, offering and providing Fleet and retail Sales and Aftersales solutions that we can supply through the Heritage Automotive Group. The role will require you to maximise the business potential within Heritage's Automotive Area of Influence through the building of rapport and the provision of consistent customer service excellence for the local business community.
Main Duties	<ul style="list-style-type: none"><li>• Be responsible for planning and organising your own activities to establish new business and maintain contact with our established customers.</li><li>• Increase penetration of vehicle Fleet and Retail sales, parts and service.</li><li>• Design and deliver business presentations and proposals to customers when appropriate.</li><li>• Liaise with customers on an on-going basis to build relationships and maintain high levels of customer satisfaction.</li><li>• Work closely with colleagues in all departments to ensure good working relationships and the delivery of excellent customer service.</li></ul>
Essential requirements	<ul style="list-style-type: none"><li>• Committed to customer and process excellence</li><li>• Strong organisational skills</li><li>• IT literate</li><li>• Ability to build internal and external relationships and communicate at all levels</li></ul>
Desirable requirements	<ul style="list-style-type: none"><li>• Experience of selling in a competitive environment.</li><li>• A confident telephone manner</li><li>• A commitment and persistence to 'open doors' that may currently appear to be shut to us.</li></ul>
Closing date for applications	29 <sup>th</sup> July 2010

If you are interested in this position please contact Mike Dowling  
Group HR Manager 07796177023 or email your CV to  
[mike.dowling@heritageautomotive.co.uk](mailto:mike.dowling@heritageautomotive.co.uk) quoting HAWebsite.

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