

SALES ASSISTANT ADVISOR - NICOSIA

DICKRAN OUZOUNIAN & CO. LTD.

Dickran Ouzounian & Co. Ltd., is the home of Toyota and Lexus in Cyprus, with full functions of sales, after-sales and genuine parts business across Cyprus. With over 80,000 new vehicles delivered to customers to date, the company is undoubtedly the local leader in the market.

We are dedicated to providing excellent customer service and strive to hire the very best talent. In return we offer dynamic and nurturing environments to work in, competitive salaries, and the chance to be part of one of the world's most recognised and innovative global manufacturing companies.

With a focus on doing business the way that customers love, we have a new position for Sales Assistant Advisor in Nicosia.

JOB SUMMARY

You will be the first contact point for any potential customer and responsible to truly understand customer needs and encourage them to experience our products and services. Through your in – depth knowledge of products, services and Toyota Way you will be enabled to guide and support customer journey towards the best solution and choice for them to ensure maximum customer satisfaction.

JOB RESPONSIBILITIES

- Effectively managing the customer throughout the entire purchase journey of new and used vehicles, from enquiry to delivery and beyond. To deliver an amazing customer experience throughout, delighting them at every possible opportunity.
- Listening to desires and wishes of the customer to identify their needs and interests and guiding them in the right direction.
- Excellence: Provide an unparalleled level of knowledge, expertise, and authenticity to help customers find the vehicle they're looking for.
- Initiative: Bring new business to the dealership through referrals, networking and repeat business.
- Meet dealership goals of unit sales and sales of additional products and services.
- Getting involved with all activities that raise the profile of the Toyota philosophy, such as those in the community, promoting the brand and attracting new customers.

REQUIREMENTS:

- You don't need to be from the motor industry; however, you will have a proven record of excellent customer service skills and ability to work with people.
- Strong interpersonal and presentation skills.
- A well-presented individual with a desire, character, and attitude to succeed.
- The ability to quickly establish and build rapport with our customers.
- Ability to organize, prioritize, multitask, be flexible and meet deadlines and targets.
- Available to work on Saturdays.
- Good verbal and written communication skills in Greek and English.
- Clean driving record and valid driver's license.

.COMPENSATION AND BENEFITS:

- A complete remuneration package.
- 13th salary and part of 14th salary.
- 24 days paid holiday.
- Generous provident fund scheme.
- Usage of company vehicle.
- Continuous online and physical training which will further enhance your career and development.

We are committed to providing equal employment opportunities to all and our decisions are based on character, qualifications and experience. Due to the high volume of CVs only successful applicants will be contacted. Your personal data and any information shared will be used for recruitment purposes only.

You can forward your CV at recruitment@toyota-cyprus.com until the 10th of August quoting the title "Sales Assistant Advisor – Nicosia "