

## **We want you to sell our Harley-Davidsons!**

Superstition Harley-Davidson is seeking determined sales personnel to make an impact on our dealership and stuff their pockets with our competitive commission earnings.

### **What does an ideal candidate look like for Superstition Harley-Davidson?**

That's a great question! We prefer someone who comes from a sales background and understands working in an environment that involves individual goals but also thrives on teamwork. With that said, everyone has the potential to become a great salesperson. You need to possess a positive attitude, an appetite for learning, an open mind, great communication skills, the ability to operate varying levels of technology, maximum resilience, and one heck of a work ethic.

We'll teach you our successful process and if you fully apply yourself, you'll make our customers' dreams come true.

### **Essential Duties and Responsibilities include the following:**

- Greeting customers and creating a relationship.
- Training and understanding of all the models and features offered.
- A tailored explanation of our products to each customer's interests.
- Making educated product suggestions.
- Make the delivery of the motorcycle a memorable experience for the customer.
- Other duties may be assigned as needed

### **The following skills are essential for this position:**

- Customer Service at the highest level
- Demonstrate a Sales Mindset
- Social skills and ability to adapt to the customers' personality
- Confidentiality
- Verbal and written communication

### **This position requires someone who is:**

- A self-starter, with the ability to achieve goals
- Motivated to sell
- Punctual
- Dependable
- Hard working
- Able to work independently, but as a member of a team as well
- Persistent, with an appropriate level of tact

### **And an individual that can:**

- Read and interpret written information
- Present numerical data effectively

- Contribute to building a positive team environment
- Support an atmosphere of success
- Uphold company and dealership values
- Be respectful of both customers and co-workers
- Work with a high level of integrity
- Overcome obstacles

**Physical Demands:**

- Ability to stand/walk most of the shift throughout the sales floor
- The ability to push and balance 600 to 900 lb. motorcycles

**Additional Requirements:**

- Must have a valid driver's license with motorcycle endorsement, or the desire & ability to attend and complete training at the DMV required level

**Candidates must be willing to provide the highest level of customer service in helping others become a part of the world's greatest motorcycle brand.**

*If your experience and abilities meet our requirements, we want to hear from you!*