



# CAC Recruiting Services

We are an independent recruiting agency, placing qualified individuals throughout the United States



**Job Number:** 5858f

**Job Title:** Automotive Repair Center Sales Representative

**Location:** Richmond, VA

**Industry:** Automotive

**Relocation Available:** No, the candidate will work from home office and will travel to client's location

**Job Type:** Permanent/Full-Time

Our client, located in Richmond, Virginia, is currently seeking to fill the position of Automotive Repair Center Sales Representative. If you are a motivated and professional individual, who will improve the efficiency of their team, we encourage you to apply today!

## Job Description

This Company is on a rapid growth pace, seeking highly motivated sales professionals to grow in their career selling products and services into the automotive dealership market.

The current hiring locations are in Denver Colorado, Chicago Illinois, New Orleans Louisiana, Columbia South Carolina, Houston Texas, and Richmond Virginia.

## Requirements

- 5+ years of automotive dealership / auto repair center sales experience.
- Walk in "hunter" sales experience.
- Strategic sales experience involving multiple decision makers.

## Responsibilities

- Actively seek-out and work with automotive dealerships; other vehicle dealerships; automotive repair centers.
- Remote-based/home office position.
- "Hunter"-focused activity model.
- Travel approximately 60% of time, typically 4-hour drivetime of home. Overnight/some air travel required.

## Communication & Cognitive Abilities

- Passion for delivering results to customers.
- Willingness/enthusiasm for accepting responsibility and accountability; An "ownership mentality".
- Strong work ethic.
- Independent worker
- Ability to deal effectively with ambiguity
- Achievement/results driven
- High-energy individual
- Ability to foster strong relationships with colleagues/customers

## Compensation

Competitive base salary plus monthly commissions. Expected 6-figure total compensation, provided KPI's are met.