



REV UP YOUR CAREER with Country Hills Volkswagen

Our team is expanding! Dilawri's newest dealership Country Hills Volkswagen is set to open its doors in June 2018. Our new state of the art dealership will be located in NE Calgary off of Country Hills Blvd, near the Calgary International Airport.

Dilawri Group is actively searching for a General Sales Manager to develop and lead the store into the future! If you are a dynamic, engaging Sales Manager who is looking for the next step in already successful automotive career...than we would love to hear from you! Our GSM will have a solid reputation in the industry with a proven track record of driving sales. Equally important is the ability to consistently deliver award winning levels of customer service.

Relocation assistance may be available for the right candidate.

ABOUT US

The Dilawri Group represents 67 dealerships nationwide including 8...soon to be 9 dealerships and the Dilawri Collision Centre in Calgary! Dilawri Group offers a promote from within culture, performance based industry leading pay plans and the right blend of structure, support and autonomy to ensure your individual and dealership success.

ABOUT THE ROLE

- Responsible for profitable planning, organization, and execution of the Sales Department.
- Accountable for the profitability of the department and for successfully meeting monthly objectives and goals.
- Work daily with the management team to ensure sales staff are recruited, coached and trained with a clear understanding of their roles and responsibilities. Best practices are discussed and training programs implemented that focus on the steps on the sales process, product knowledge and lot management.
- Ensure appropriate communication is maintained with each employee including daily one-on-one meetings, and annual performance reviews.
- Ensure processes and procedures are being followed within the Sales Department by monitoring One-Eighty productivity.
- Implement CSI best practices while monitoring CSI Levels at the dealership and National level.
- Responsible for handling difficult customer complaints to ensure customer satisfaction.
- Tracking, compiling and analyzing specific performance data for Senior Managers.

ABOUT YOU

- You are **DRIVEN** for success but approach all tasks with an openness to listen and learn. You have an ability to view situations from multiple perspectives and execute and lead a team.
- Solid in your positive leadership style within an automotive environment. Experience with Volkswagen or Audi experience is preferred.
- Comfort with recruiting, coaching and training a highly successful team.

- Must be able to multi-task and understand when and when not to delegate.
- Computer literate with an ability to learn new programs such as; CDK and One-eighty.
- Requires a valid drivers license with a clear driver abstract.
- Must obtain a valid AMVIC License.

Give us the right attitude, we'll give you the rest

With nine dealerships and a collision centre in Calgary, we offer plenty of opportunities for growth and advancement.

For more information, please visit our website at www.dilawri.ca

All resumes will be accepted in the strictest confidence. We thank all those who apply; qualified candidates will be contacted directly.