

# RV Sales Associate

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**Job Type:** Full Time

**Compensation:** Commission

**FLSA Status:** Non-Exempt

**Location:** Murfreesboro, Tn.

**Reports To:** General Manager

## **JOB SUMMARY:**

Generates sales of new and used RVs for the Company while providing a friendly, high quality, no pressure sales environment for customers. Communicates with customers on all sales questions and follows up on all sales leads by email or phone in a timely manner. Assists management with new ideas to promote sales growth.

## **ESSENTIAL FUNCTIONS:**

- Communicates with sales customers to understand their preferences and interests to find the RV that best fits their needs
- Develops and maintains a strong product knowledge
- Conducts knowledgeable walk through presentations and demonstration rides
- Completes sales effectively by working closely with the F&I team
- Processes Sales Deals accurately and in a timely manner in compliance with Company policies
- Ensures all RVs are unlocked during business hours and locked before closing

## **ADDITIONAL RESPONSIBILITIES:**

- Promotes the Company's programs and initiatives to increase sales
- Assists with updating RV inventory and prices on the Company website
- Assists with inspecting and maintaining the appearance of the units which may include light housekeeping
- Performs all tasks with a high degree of accuracy
- Performs filing, copying and data entry as required
- Maintains neat, clean and professional appearance
- May answer phones as a backup
- Other duties and projects as assigned

## **EDUCATION AND EXPERIENCE:**

- Must have and maintain a professional sales license in the state of Tennessee
- Must have a valid Driver's License
- High school diploma or equivalent (GED) is required
- 2 years experience in RV, automotive sales or Real Estate sales is desired, other sales experience will be considered
- Excellent customer service & communication skills

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- Computer proficiency with Microsoft Office

### **KNOWLEDGE, SKILLS AND ABILITIES:**

- Working knowledge of business English, spelling, and arithmetic; office practices and procedures; departmental rules and regulations
- Ability to work independently and as a team under some pressure to meet deadlines
- Ability to understand and carry out oral and written instructions and to request clarification when needed
- Ability to maintain established records and files
- Ability to meet the public well and to deal effectively with their questions or problems, seeking assistance when needed
- Ability to establish and maintain effective working relationships with co-workers, employees and officials in other departments
- Ability to communicate effectively orally and in writing