

# MFSAB Wholesale Salesperson

## Position Summary

The MFSAB Wholesales person is responsible for the perpetuation, growth of MFSAB sales to Dealerships Nation Wide. The MFSAB Wholesale Person will conduct themselves in accordance with the Employee Manual along with the practices, policies and philosophy established by the President and serves as the representative of the President in its relations with the internal staff, vendors and customer base. This is a position that will be based within the office location at Johnstown, NY.

Rest assured we are not hiring just to fill a seat, we have the potential to grow with in the market and we need the right person to help make it happen.

## What we need!

- |       |   |      |  |
|-------|---|------|--|
| 1.1   | 20 quality calls made each & every day you are in the office  | 1.7  | Understands and assist Dealerships/clients on Bid Specifications   |
| 1.2   | Updated CRM system with all pertinent information:  | 1.8  | Used proper protocol for shop requests, 2 week minimum, longer if possible   |
| 1.2.1 | While in the office: Before end of Day  | 1.9  | Weekly report turned in no later than 4pm on Friday (no exceptions)  |
| 1.2.2 | While on the road: First day back in the office   | 1.10 | It is evident that you are looking for new markets & opportunities from within your area of responsibility   |
| 1.2.3 | While from a show: within 48 hours of being back in the office  | 1.11 | Maintained absolute integrity for both yourself and DBBS according to the DBBS employee manual expectations and protocol   |
| 1.3   | Each lead is logged – where it comes from in Excel -- i.e. mailer, cold call, website, Angela, etc. & turned in by end of day each Friday | 1.12 | Asks for a referral after every sale   |
| 1.4   | You respond to each and every lead in a nearly immediate manner.  | 1.13 | Watch, track and forecast expected volume for the coming months. Turn in forecast to your supervisor by the 25th of each month   |
| 1.5   | Proposal requests fulfilled:  | 1.14 | MFSAB Whole Sale vehicles will be your primary responsibility however it is understood that as other products become available you will be required to offer and become an expert of those products. |
| 1.5.1 | While in the office: Same day   |      |  |
| 1.5.2 | While on the road: First day back in the office   |      |  |
| 1.5.3 | While from a show: within 48 hours of being back in the office  |      |  |
| 1.6   | Used proper protocol for marketing requests, as laid out in the marketing production schedule.  |      |  |

**Establishing and developing the relationship with each customer is more important than making the sale. Always keep their best interest at heart and we will succeed.**

## Pay Plan

There will be a salary / commission compensation plan based on net profit. The pay plan will heavily reward success on a measurable basis by official sales Statements.

This position is expected to earn an income in the mid 30's in the first year depending on your drive and experience. As your dealer base grows through the following years, so will your income.

## What to expect during the interview

This will be a 4 step interview process that may be more involved and slightly different than other job interviews. Every effort is given to ensure we know all about you so we can help make you successful from the start.