

Join the Novus Automotive Family at Clarington Hyundai!

At Clarington Hyundai, we are proud to announce that we've been recognized as one of Automotive News Canada's Best Dealerships to Work For in 2024 and 2025, and we're hiring!

Renowned as the dealer that makes car shopping fun, we are looking for someone who is passionate about delivering a fun car buying experience and communicating with our customers in non-traditional means.

Meet Novus Automotive: In 2024, we launched a forward-thinking dealership brand that encompasses six dealerships across the Durham Region, including Clarington Hyundai. We are Novus Automotive, dedicated to reshaping the relationship between dealerships and drivers by crafting seamless experiences that bring peace of mind to the road.

Position Overview:

The Sales Consultant at Clarington Hyundai plays a vital role in creating a positive dealership experience by actively engaging with customers and providing support throughout the sales and leasing process. The successful candidate will achieve or surpass individual sales goals while adhering to licensing requirements and dealership policies. Strong interpersonal communication skills and a firm understanding of dealership vehicles' capabilities are instrumental for succeeding in this role.

What You'll Do:

- Interact with customers in an enthusiastic, professional manner to help them find a vehicle that suits their needs.
- Build and maintain positive relationships with customers to encourage repeat business and referrals.
- Execute vehicle sales and leasing transactions in accordance with OMVIC regulations and dealership procedures, consistently aiming to achieve or exceed sales targets through effective sales and negotiation strategies.
- Develop a firm understanding of the dealership's current vehicle inventory, helping customers to make informed decisions.
- Deliver high-quality demonstrations of vehicle features and capabilities tailored to customer interests.
- Address customer inquiries regarding vehicles, financing, and leasing options, and conduct follow-up interactions to ensure customers are satisfied with their purchase.
- Perform other sales-related duties and projects as directed by management.

What You Bring:

- Must have a valid Ontario Class 'G' Driver's License
- Must have a valid OMVIC License
- Excellent verbal and written communication skills, maintaining a positive, professional approach with customers and team colleagues.
- Previous experience in automotive sales, Hyundai dealership experience preferred.
- A firm understanding of vehicles and leasing terms is necessary.
- Problem-solving skills with the ability to address customer concerns throughout the sales and leasing process.

What We Offer:

- Paid time off to support you right from the start! Including, 5 paid personal days, 3 weeks of vacation time (with 4 weeks after 5 years, and 5 weeks after 10 years), 2 paid volunteer days, 3 paid bereavement days and 5 paid new parent leave days.
- Competitive Compensation: **This is a 100% commission-based role with a minimum wage guarantee. The estimated range of \$70,000-120,000 annually is not guaranteed. Actual compensation may be higher or lower depending on individual performance and experience**
- Enrollment in our comprehensive benefit plan from day one
- Discounts on vehicles and services across Novus Automotive
- Tools for success, including ongoing training and management support
- Great team environment!

We thank you for your interest in employment with Clarington Hyundai, however, only applicants selected for an interview will be contacted.

Please note, this posting is intended to build a pool of qualified candidates for future opportunities that may become available.

Novus Automotive is committed to providing accessible employment practices that are following the Accessibility for Ontarians with Disabilities Act (AODA). If you require accommodation during any stage of the recruitment process, please contact HR@novus.auto.