

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 Financial Services Manager at Clarington Hyundai is a key role within the dealership, responsible for overseeing the completion of sales contracts, arranging financing options, and promoting a range of aftermarket products such as insurance, extended warranties, and accessories. This role is integral to ensuring a seamless customer experience and maintaining compliance with dealership policies and industry regulations.

What You'll Do:

- Promote and sell products including vehicle warranties, insurance, and protection packages. Help management develop growth plans and sales targets for the financial services department.
- Establish and maintain strong, professional working relationships with finance companies, banks, manufacturer financing centre, suppliers, and customers.
- Ensure price offerings for various products and services are reasonable and align with dealership procedures.
- Work with the sales team on a continuous basis to develop awareness of aftermarket products and services available to customers, ensuring compliance with OMVIC regulations and legal requirements.
- Maintain a firm understanding of current manufacturer-specific vehicles, rebates, finance, and incentive programs.
- Prepare all documentation required for registration, contracts, funding, etc. in a timely manner— maintaining updated reports as required by the dealership.
- Support daily operations by performing other related duties as requested by management.

What You Bring:

- Previous experience in a Finance and Insurance (F&I) role within the automotive industry, with a track record of achieving sales targets.
- The ability to handle high pressure situations with grace, utilizing strong problem-solving skills.
- The ability to work both independently and collaboratively with the sales team to achieve departmental and dealership goals.
- Exceptional customer service skills, with the ability to communicate complex financial information in a clear and customer-friendly manner.
- Must have a valid OMVIC and Ontario Class 'G' Driver's License

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 \$100,000-150,000 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.