

Motorcycle, Scooter & ATV Sales Professional

Studio Cycle Group Inc, corporate store for KYMCO Canada, is a modern powersport dealership located in the heart of Toronto's artistic Junction neighbourhood. We are a small, family oriented business in a dynamic industry with tremendous opportunity for growth. We are seeking an ambitious, self-motivated individual with a multi-disciplinary approach to join our team. The qualified candidate will have a thorough comprehension of retail sales and experience in the powersport industry. This is a full-time, hourly base wage plus commission position; estimated 40 hours per week with some evenings and weekends. Pay is commensurate with experience.

The successful candidate will be responsible for new & used vehicle sales, maintaining sales floor inventory, ongoing product pricing and promotions, consumer retail financing, and customer follow up and retention. The salesperson will ensure that all showroom merchandise and signage is up to date, relevant, in line with marketing, brand and strategic objectives, and engaging to our clients. The ideal candidate will be highly motivated, skilled, detail-oriented, and preferably have knowledge of the motorcycle or powersport industry. This candidate must take initiative to be a self-starter, to work independently with little supervision, and to work alongside the marketing, parts and service departments in a very fast paced retail environment.

Responsibilities:

- Sale of new & used motorcycles, scooters, ATVs & UTVs including completion of all related sales forms, licensing documents, warranty registration and vehicle delivery to customer
- Sale of related motorcycle parts & accessories
- Completion of financing application & submission of financing documents on approved loans
- Maintain sales floor inventory in an organized, cleanly and consumer friendly manner
- Update merchandise with accurate pricing and ensure proper re-stocking
- Update showroom signage for sales, promotions, and other consumer related notices
- Establish personal networks to increase customer database; respond to customer sales inquiries in person, via email and on the phone
- Provide feedback to dealership regarding product sales profitability
- Work with customers, employees, and leadership team to resolve complaints or concerns in a fast, positive, results-oriented fashion
- Adhere to assigned work schedules
- Participate in corporate events such as demo rides

Qualifications:

- Prefer a minimum of two years of experience in retail sales with some related experience in and knowledge of scooter, motorcycle, ATV or SxS
- Must be OMVIC certified or able to acquire OMVIC certification
- Must have an M license or able to acquire an M license
- Solid knowledge of basic computer skills
- Good understanding of the powersport industry and consumer trends
- Able to work well under pressure in a busy, task oriented environment
- Proven ability to manage multiple projects and priorities with a high level of detail, professionalism and time sensitivity
- Demonstrated ability and willingness to learn new skills and participate in ongoing professional development
- Ability to take charge of assigned projects and deliver high quality work on time and on budget
- Works independently with minimal supervision and as part of a Sales & Marketing team
- Ability to communicate and execute innovative and creative ideas
- Must be approachable, enthusiastic and friendly with a good sense of humour, sensitive to customer needs, and able to close sales
- Must be punctual, tidy, and able to work well with others
- Excellent verbal and written communication skills in English; French is an asset

Benefits to working at Studio Cycle Group:

- Work in a small, family owned business environment with an enthusiastic and highly skilled team that is passionate about powersports
- Clean, modern, and urban work environment
- Flexible work schedule
- Competitive pay structure
- Employee discounts on all in-store service & merchandise
- Exposure to OEM import business operations with KYMCO Canada
- Excellent opportunities for growth and professional development

Please submit your resume along with expected compensation based on your experience **in person** at Studio Cycle Group Inc - 2923 Dundas St W, Toronto ON **or by email** to working@studiocyclegroup.com before **February 17, 2012**.

We appreciate all expressions of interest in this position, however, as a practical matter only those individuals selected for an interview will be contacted. Qualified candidates may be requested to provide work related references.

