Job Description

Motorcycle Sales Associate

Signature Harley-Davidson is seeking an experienced motorcycle sales associate who can provide prompt, dependable and high-quality vehicle sales to our customers. The applicant must have excellent customer service skills, a positive attitude and be eager to learn.

Major responsibilities

\*Complete and stay updated on training materials

\*Attain new and used sales quotas as agreed upon with the sales manager

\*Use floor time effectively to meet customer needs and solicit sales of all products

\*Present the features and benefits of all products to customers

\*Follow procedures to ensure timely and proper completion of all paperwork

\*Greet customer immediately, in a courteous and friendly manner

Qualifications

Must have the ability to get along with a broad customer base

High energy level

Excellent communication skills and demonstrated “closing skills”

Knowledge and experience with sales of Harley-Davidson motorcycle and products sold by the dealership, or the demonstrated ability to quickly learn them.

Must maintain a valid driver’s license and acceptable driving record to our insurer.

Must hold a motorcycle endorsement or must be wiling to get within 60 days of employment

Must be able to stage motorcycle outside and bring back into the dealership at the end of the day when weather permits

Must be able to demonstrate the operation of the motorcycle to the customer

Signature Harley-Davidson offers a base pay and performance driven commission along with:

401k retirement plan available

medical, dental and vision insurance available

paid time off

employee retail discount

Signature Harley-Davidson is an Equal Opportunity Employer.