



Financial Services Manager

Mississauga Hyundai is seeking a talented Financial Services Manager to join our growing sales team. The successful candidate will be responsible for retention of customers, ensuring and increasing profitability in the department and for management of day-to-day sales activity. To accomplish this, the Financial Services Manager must effectively maintain strong customer relations, increase profitability of new vehicles and gross sales, and ensure accuracy of paperwork.

Responsibilities:

- Produce additional revenue for dealership by selling financial and insurance programs (e.g. extended warranties, financing and credit life, accident and health insurance plans, accessories) to new and used vehicle customers.
- Manage all rate quotations, insurance fees and financing.
- Forward documents to obtain approval on financing to the appropriate source.
- Work with Sales Managers to maximize profits on every sale.
- Establish and maintain good business relations with several sources of financing.
- Be constantly on the lookout for new credit facilities, in order to obtain competitive rates of interest and financial programs.
- Prepare appropriate delivery paperwork for vehicle preparation (e.g. rust proofing, fabric protection, accessory installation.)
- Verify all documents for correct titles, taxes and lien information.
- Ensures that the information on the sale or lease contracts (taxes, signatures, vehicle description, etc.) is accurate.
- Handle and respond to post-delivery customer inquiries such as warranty and loan payouts.
- Explain the manufacturer's and dealer's policies to customers in detail.
- Supervise and train personnel appointed as backup in her/his absence.
- Maintain an adequate and current supply of all contracts and documents required for the preparation and finalization of vehicle sales.
- Train all Sales Personnel.
- Understand and observe federal and provincial regulations affecting the new car, previously owned vehicles and finance departments.

Requirements:

- 2-3 years of auto sales experience
- OMVIC license
- Knowledge of finance and insurance products

What Mississauga Hyundai offers you:

We offer a fun and energetic environment, continuous coaching and support, training, favorable compensation plan, employee perks, great benefits for you and your family and an opportunity to build a career with the #1 team in the country. If this captivates you, please apply today. We look forward to meeting with you!

Mississauga Hyundai is an equal opportunity employer that welcomes all applicants including persons with disabilities, visible minorities, women and aboriginals. We thank you for your interest, however, only those applicants selected for an interview will be contacted.

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