



## **Who We Are**

Port Phillip Boating Centre is looking for an energetic and friendly person to join our Sales team Selling Boat, Motor and Trailers.

Based in Point Cook, for over 20 years we have been selling Haines Hunter Boats, Yamaha Outboards and Mackay Trailers. We also sell a range of accessories and service of all brands of outboards, as well as second hand boat sales and repairs.

This position is for immediate start, however for the right applicant we are happy to negotiate. Depending on demand, there will be the occasional times where flexibility in work hours is required. This position is a full time position.

## **Key duties and responsibilities:**

- Maintain and develop existing and new customers through building strong relationships and consistency of follow-ups.
- Use ethical sales methods to optimize quality of service, business growth, and customer satisfaction.
- Respond to and follow up on all sales enquiries via phone, online or walk-ins using appropriate methods.
- Diligence in following up on all customer paperwork, with a strong attention to detail.
- Consistently keeping up to date with product knowledge and new models within the Boating industry
- Advertising of Products, maintaining and updating listings on Sales Platforms
- Arrange and complete handover of products.
- Additional jobs as required
- Work as parts of a team

## **About You:**

- Previous experience in a related Marine or Marine sales role required.
- Basic computer literacy, Microsoft Word/Excel/Outlook, Internet.
- Some Technical knowledge relating to Boating/Outboards is preferred.
- Excellent Phone manners and communication skills.
- Interest in Boating and Fishing is an advantage
- Ability to work 1 in 3 Saturday Mornings
- Can work autonomously and achieve a result month in month out
- Ability to prioritise, organise and multi-task

- Punctual and reliable
- Work under pressure to tight deadlines
- Current drivers licence
- Current forklift licence preferred

**What we Offer:**

You'll enjoy a competitive salary, including commission, generous employee discounts on our products, and opportunities for professional development and career advancement.

Our inclusive and supportive company culture values work-life balance, with flexible work options available to help you achieve your personal and professional goals.

If you are passionate about sales and understand the importance of providing customer service, then we would love to work with you!

Please forward your resume and cover letter to [Sales@portphillipboatingcentre.com.au](mailto:Sales@portphillipboatingcentre.com.au)