



Cambridge, ON  
Full-time, Commission, Permanent  
Salary: \$50,000.00 to \$80,000.00 /year

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**Are you a Harley-Davidson enthusiast who is passionate about the open road?**

**Do you love taking care of People?**

**Do you enjoy selling?**

If yes, join our team and help us grow Blackbridge H-D as our H-D Motorcycle Sales Associate!

### **Top 5 Reasons to be part of our Team**

1. The best people, the coolest Culture, the most iconic Brand!
2. Excellent benefits and performance driven culture
3. High energy, team oriented, fun Harley environment. Every day is different. Every guest is different.
4. Ongoing investment in employee growth and development.
5. 7 x Harley-Davidson Road to Champions Winner

### **KEY ACCOUNTABILITIES:**

- Greet customers professionally and courteously in a timely manner
- Use dealer provided sales techniques and training material to consistently improve sales process
- Make Daily Logs and update sales contacts in dealer CRM
- Stay up to date on dealer promotions and finance incentives
- Work on-site and off-site dealer events and assist with customer engagement
- Provide first rate customer service and always strive to exceed the customer's needs and expectations
- Comply with established security, sales and records keeping procedures and practices, including the dealer management system (DMS) and H-Dnet
- Teamwork oriented with the ability to work in a learning environment
- Drive to meet and exceed performance expectations

### **EXPECTATIONS:**

- Model superior customer service behavior for all coworkers by maintaining positive relationships with customers, suppliers, employees, and owners
- Maintain H-D qualifications by reviewing both new and supplemental training programs and mastering the skills and information contained within the programs
- Be honest and fair in all business dealings
- Perform additional duties, within acceptable legal and ethical parameters, deemed necessary

### **REQUIREMENTS:**

- Proven sales experience required : auto sales/powersports/outside sales preferred
- OMVIC designation preferred
- High Energy, Task Oriented, Self Accountable, and Team Player
- Harley-Davidson enthusiast
- Totally passionate about satisfied customers

- Basic Computer skills for light data entry
- Must be able to work effectively with all areas of the dealership to maximize both the buying experience for the customer.

Blackbridge Harley-Davidson is passionate about motorcycles, the people who ride them and the community in which we ride. We strive to engage with our H-D family in creating long-lasting relationships by offering the best experience, employing well-trained and motivated sales and service staff, promoting safe and responsible riding, and actively connecting with and giving back to the local community we serve.

\*Blackbridge Harley-Davidson is committed to providing accessible employment practices that are in compliance with the Accessibility for Ontarians with Disabilities Act (AODA). Applicants requiring accommodation for disability during any stage of the recruitment process are encouraged to advise accordingly.