

## **LIGHT COMMERCIAL VEHICLE (LCV) & FLEET SPECIALIST**

### **DICKRAN OUZOUNIAN & CO. LTD.**

Dickran Ouzounian & Co. Ltd., is the home of Toyota and Lexus in Cyprus, with full functions of sales, after-sales and genuine parts business across Cyprus. With over 80,000 new vehicles delivered to customers to date, the company is undoubtedly the local leader in the market.

We are dedicated to providing excellent customer service and strive to hire the very best talent. In return we offer dynamic and nurturing environments to work in, competitive salaries, and the chance to be part of one of the world's most recognised and innovative global manufacturing companies.

With a focus on doing business the way that customers love, we have a new position for **Light Commercial Vehicle & Fleet Specialist based Nicosia.**



#### **JOB SUMMARY**

Reporting to the Sales Manager, you will be point of contact for any potential fleet customer and business throughout the country and be responsible to truly understand customer needs, encouraging them to experience our light commercial vehicle products and services. Through your in-depth knowledge of products, services and the Toyota Way you will be enabled to guide and support the customer journey towards the best solution and choice to ensure maximum customer satisfaction.

#### **JOB RESPONSIBILITIES**

- Effectively prospecting for new business opportunities and managing the customer throughout the entire purchase journey of new and used light commercial vehicles, from customer acquisition to delivery and beyond. To deliver an amazing customer experience throughout, delighting them at every possible opportunity.
- Deliver on B2B agreements and encourage customers to experience our products, services and Mobility Services.
- Liaise and secure prospective B2B LCV Business customers and develop and retain lasting relationships with existing and new corporate accounts.
- Meet company goals by following, developing and implementing the Toyota Professional business and fleet strategy.
- Become the LCV product and brand specialist providing training and support to the whole Toyota retail sales network.
- Excellence: Provide an unparalleled level of knowledge, expertise, and authenticity to help corporate customers find the vehicles they're looking for.
- Initiative: Bring new business to the Company and the brand through referrals, networking and repeat business.
- Getting involved with all activities that enhance the Toyota values and principles, such as those in the community, promoting the brand and attracting new customers.

**TOYOTA**

## REQUIREMENTS:

- You don't need to be from the motor industry; however, you will have a proven record of excellent customer service skills and ability to work with people.
- 4 – 5 years of experience in the same or similar position is required.
- University degree in Marketing and Sales or Business-related degree is preferred.
- Strong interpersonal and presentation skills.
- Ability to quickly establish and build rapport with our customers.
- A well-presented individual with a desire, character, and attitude to succeed.
- Ability to organize, prioritize, multitask, be flexible and meet deadlines and targets.
- Good verbal and written communication skills in Greek and English.
- Clean driving record and valid driver's license.

## COMPENSATION AND BENEFITS:

- A complete remuneration package.
- 13<sup>th</sup> salary and part of 14<sup>th</sup> salary.
- 21 days paid holiday.
- Generous provident fund scheme.
- Continuous online and physical training which will further enhance your career and development.
- Volunteering day paid by the company.

We are committed to providing equal employment opportunities to all and our decisions are based on character, qualifications and experience. Due to the high volume of CVs only successful applicants will be contacted. Your personal data and any information shared will be used for recruitment purposes only.

You can forward your CV at [recruitment@toyota-cyprus.com](mailto:recruitment@toyota-cyprus.com) until the 06<sup>th</sup> of April quoting the title "LCV & Fleet Specialist"