

## **Fleet Specialist: Omoda/JAECOO**

We are looking for a Fleet Specialist our Omoda/JAECOO Brand to work in the Fleet department and to ensure that the Chery tenders are completed effectively and efficiently.

To be successful in this position, the Fleet Specialist should assist in driving the sales of the Fleet department for Chery. The candidate will need to effectively negotiate tenders in efforts to increase the nominations on RT57 Contracts for supply of Chery's to Government, rental and corporate fleet customers. The candidate is also responsible for tender price negotiations for CSA.

Ultimately, the candidate will ensure that their area of responsibility meets and exceeds the expectations of our business objectives and contributes to the company's success in the long run.

### **Responsibilities:**

- Lead and direct sales staff to achieve sales objectives and conduct quality fleet visits.
- Motivate and support the team in relationship-building pursuits.
- Build and sustain, strong, long-term customer relationships across respective Government, Rental, and Corporate Fleet customers.
- Plan and participate in Chery-approved promotional activities such as launches, plant tours, etc. to promote the Chery SA Brand and its products.
- Formulate and implement tender strategies designed to enhance the chances of achieving the best possible nominations on the RT57 Contract for the supply of vehicles to the Government and negotiate annual tender prices with CSA executive management to ensure the best possible nominations for CSA.
- Forecast sales volumes by model and derivative for the year to ensure that the company procured correct inventories to support government, Rental, and Corporate Fleet Sales, and manage the forecasts and stock availability.
- Responsible and accountable for generating business opportunities, as well as achieving and exceeding yearly targets.
- Assist finance with debtors' management by ensuring that customers pay their accounts on time, and facilitate vehicle concern resolutions with dealers, fleet, and Customer Service Operations.
- Responsible for contract compliance, while adhering to documented procedures and processes.
- Ensure that the Government, Rental and Corporate Fleet Administrative teams provide timeous support in terms of vehicle order processing, follow-up, and final delivery of invoices to customers, by conducting weekly meetings for tracking.
- Implement a Fleet by Dealer Strategy for the Network and conduct various Dealer visits by checking their Fleet Retail and Marketing activities.
- Any additional tasks required by senior management.

### **Requirements:**

- ❖ 3 years of proven work experience in a similar role.
- ❖ Automotive Industry experience is non-negotiable.
- ❖ Matric
- ❖ Post graduate BCom degree in a relevant field is required.
- ❖ Valid driver's license

**Skills:**

- ❖ In-depth knowledge of the automotive industry.
- ❖ Solid understanding of fleet and sales.
- ❖ Outstanding analytical, problem-solving, and organizational abilities.
- ❖ Proven management skills with the ability to optimize team performance and development.
- ❖ Highly skilled communicator with the ability to form and maintain good relationships internally and externally.
- ❖ Exceptional verbal and written communication skills.
- ❖ Strong interpersonal, negotiation, and influencing skills.
- ❖ Proven analytical, problem solving and organizational skills.

Please forward your CV to [hra@chery.co.za](mailto:hra@chery.co.za) and use reference FLEET