



# Sales Manager

## Full-Time

Campbell River Region  
Campbell River

Wednesday October 22, 2025

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\$41 - \$60/ hour (\$90,000.00 - \$150,000.00)

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**Company:** Steve Marshall Group

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**Industry:** Management/ Administration

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**How to apply:**

If you feel that you would be a great fit for this role, and our team, please submit a copy of your resume via the Steve Marshall Group career site:

<https://www.stevemarshallgroup.com/careers.html> We do thank all applicants in advance, but only those selected for an interview will be contacted. Thank you for your interest!

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**Expiry Date:**

Sunday, May 31, 2026

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**Details:**

The Sales Manager is responsible for overseeing the daily operations of the dealership's new and used vehicle sales department. This includes coaching and mentoring the sales team, driving performance to achieve targets, ensuring exceptional customer satisfaction, and supporting the overall profitability of the dealership. The ideal candidate is a strong leader with proven experience in automotive sales management, excellent communication skills, and a passion for helping both employees and customers succeed. Key Responsibilities:

- Lead, motivate, and support the sales team to achieve individual and departmental sales goals.
- Recruit, train, and develop sales staff, ensuring ongoing professional growth and high performance.
- Monitor and manage the sales process, including lead management, follow-up, and closing ratios.
- Work closely with the Finance & Insurance team to maximize profitability while maintaining customer satisfaction.
- Develop and execute sales strategies and marketing initiatives in partnership with dealership leadership.
- Ensure compliance with all regulatory requirements, company policies, and brand standards.
- Monitor inventory levels and collaborate with the GM/GSM on ordering, pricing, and merchandising.
- Handle customer escalations and resolve concerns in a professional and timely manner.
- Track, analyze, and report on key sales metrics to identify opportunities for improvement.
- Promote a positive team culture that aligns with the values of the Steve Marshall Group.

What We Offer:

- Competitive salary.
- Health and dental plan upon completion of the probation period.
- Employee Assistance Program.
- Company events.
- Friendly, team-oriented work environment.
- Opportunities to grow within the dealership/group.

Our company is an equal opportunity employer. We are committed to creating a workplace that is free from discrimination and harassment and where everyone has a fair and equal chance to succeed. We recruit, hire, train, promote, and make all employment decisions without regard to race, colour,

religion, sex, gender identity or expression, sexual orientation, national origin, age, disability, veteran status, genetic information, or any other protected status under applicable law. We believe diversity and inclusion make us stronger, and we are dedicated to building a culture where all employees feel respected, supported, and empowered. If you require reasonable accommodation during the selection process, please let us know and we will work with you to ensure your needs are met in accordance with applicable laws.

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### **Qualifications & Experience:**

Qualifications & Requirements:

- Minimum 3-5 years of automotive sales management experience (or equivalent sales leadership role in a related industry).
- Proven track record of meeting or exceeding sales targets.
- Strong leadership skills with the ability to coach, mentor, and inspire a team.
- Excellent communication, negotiation, and customer service skills.
- Proficient in CRM systems, dealership management software, and Microsoft Office Suite.
- Strong business acumen with the ability to analyze data and make informed decisions.
- Valid driver's license with a clean driving record.

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