



North Island Nissan, located in Campbell River, is part of the Steve Marshall Group, which operates new, used, and RV dealerships throughout British Columbia and the US. We are an award-winning brand with more than 400 employees, and we are looking to add one more as a full-time **Sales Representative**.

At North Island Nissan, we are dedicated to delivering exceptional service and building lasting relationships with our customers. As a respected name in the automotive industry, we strive for excellence in everything we do – from vehicle sales and service to customer support.

Role Summary

As an Automotive Sales Representative, you will be a key player in our team, responsible for guiding customers through the vehicle purchase process, providing expert product knowledge, and delivering outstanding customer service. Success in this role comes from building trust, demonstrating a consultative approach, and achieving sales targets.

Key Responsibilities

- **Customer Engagement:** Welcome customers to the dealership and create a positive, stress-free buying experience.
- **Lead Generation:** Proactively generate leads through networking, referrals, and community engagement activities.
- **Product Knowledge:** Maintain a strong understanding of the vehicles we offer, including features, pricing, and promotions.
- **Sales Process:** Guide customers through the sales process, including test drives, trade-in evaluations, and financing options.
- **Relationship Building:** Develop and maintain lasting relationships with customers to encourage repeat business and referrals.
- **Goal Achievement:** Meet and exceed sales targets and performance metrics.
- **Team Collaboration:** Work closely with the sales team and other departments to ensure a seamless customer experience.
- **Other duties:** relevant to the position, shall be assigned as required.

Qualifications & Competencies

- Previous experience in automotive, customer service or sales is a plus, but we are willing to train the right candidate.
- Strong interpersonal and communication skills.
- Excellent negotiation and problem-solving abilities.
- Self-motivated, driven, and goal-oriented.
- Valid Driver's License with clean driver's abstract.
- Proficient in basic computer applications and familiarity with CRM software an asset.
- A passion for cars and helping customers find their perfect match.

What We Offer:

- Competitive earnings potential.



- Health and dental plan upon completion of the probation period.
- Employee Assistance Program.
- Opportunities for advancement.
- Company events.
- Friendly, team-oriented work environment.

Salary Range:

\$45,000 - \$85,000/year

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: [Career Centre | Recruitment](#). We do thank all applicants in advance, but only those selected for an interview will be contacted. Thank you for your interest!

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.