



Business Development & Vehicle Capturer

\$55,000/year plus commission

North Toronto Auction is Canada's premier Independent Auction Company. Located in Innisfil, Ontario, North Toronto Auction hosts monthly Public and Dealer auctions at our sprawling facility. Most recently, the owners of North Toronto Auction launched AutoGavel, Canada's first online vehicle marketplace open to the public! As a result, North Toronto Auction is adding to their team to assist with the organic growth of their strategic plan

The Role

The Business Development & Vehicle Capturer will identify innovative ways to promote North Toronto Auction and AutoGavel while building relationships with existing and prospective clients and achieving strategic objectives. You will be directly responsible for building dealer consignment, increasing buyer attendance and hitting sales targets working as a field-based agent.

How you will Perform the Role and Succeed

- Use a relationship-based approach to assist customers through their auction needs, demonstrating how North Toronto Auction and AutoGavel reduces costs and enhance their business. Our solutions Maximize returns while minimizing expenses.
- Perform vehicle inspections using our AutoGavel Application at our customer's locations, accurately capturing the overall condition vehicle in order to achieve integrity in our online sales.
- Take initiative to prospect new clients through various business development strategies.

How you will get Hired

- Have 3+ years of progressive customer-focused/relationship-based sales experience.
- Background in sales or customer service
- Passion to turn prospects into customers
- Self-starter with a positive attitude
- Ability to develop and maintain good relationships with customers
- Driven to achieve sales quotas
- Ability to work in a multitasking environment

- Computer Skills: Basic PC skills, Typing/Data Entry, Internet, and MS Office
- Strong communication and presentation skills
- Available to travel throughout the province with possible overnight stays
- Work independently with minimal supervision
- Maintain a valid provincial driver's license and must provide a driver's abstract annually
- Knowledge of engine performance, transmission operation, & Powertrain issues
- Follow all applicable safety and health related procedures
- Ability to drive and work in adverse weather conditions
- Auction Experience, Automotive body and mechanical experience preferred

Our Commitment

- Competitive base salary plus commission structure (base salary will be dictated by relevant auction experience)
- •Benefits package
- •Company Vehicle or Vehicle Allowance
- •Company Cell Phone & Laptop

Email: jointheteam@northtorontoauction.com

Position starts Immediately