



Position: Sales Agent
Location: San Clemente, CA
Reports to: Sales Support Manager

About Us:

Automotive Product Consultants (APC) provides an array of services in the automotive industry and other industries. Our core service, the APC Follow-Up Program, is a proven system that provides dealerships with a second opportunity to sell sales and service customers F&I products after they have left the dealership.

Principal Purpose of Position:

At APC, we are a little different from other call centers as all of our marketing is branded. We have relationships with about 500 different dealers across the country that we market on behalf of. As a Service Contract Sales Representative with our organization you will be answering inbound sales calls, making outbound follow-up calls and up-selling these leads.

Duties and Responsibilities:

- Answer inbound sales calls
- Make follow-up sales calls
- Ensure all policies and procedures are maintained and implemented.
- Recommend and share successful sales approaches with co-workers and management to add to the success of the entire company
- Strive to increase rapport with customers
- Basic data entry and documentation of inbound customer calls

Qualifications:

- At least 1 year of previous service contract sales or Insurance sales experience required
- Excellent customer service skills, phone etiquette and communication skills
- General computer proficiency

Our Employees Enjoy:

- Competitive salary
- 401K
- Medical, vision and dental insurance
- Paid vacation and personal time
- Holiday pay
- Career advancement opportunities