

# Trade Classics

## Job Title: Business Development Manager

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Department	:	Acquisition
Reports to	:	CEO - Adam Purrier
Basis	:	Freelance Contact - Full Time

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## About Us.

**We just love classic and performance cars; it's this passion which fuels all of us here at Trade Classics.**

As a business, everything we do is underpinned by two key traits:

1. Our genuine passion and enthusiasm for classic and performance cars.
2. The transparency and honesty with which we operate all aspects of our business.

Take a look at our Google Reviews to see what people say about us – [click here](#).

## About You.

Some of the traits we look for in recruiting new members of the team are people who are: enthusiastic, energetic, friendly, passionate, responsible and professional. Ideal candidates will possess a strong attention to detail, uncompromising principles of customer service and honesty, together with relevant experience to the role.

## Job Summary

We are looking for a Business Development Manager to join our team to help us acquire more sellers and buyers, enabling us to grow and meet our business objectives.

A core element of the role will be to manage assigned inbound leads (vehicles submitted for auction) and converting them into our consignment process, i.e. agreeing with the client for us to auction their specialist vehicle.

Importantly this role requires **at least 5 years sales experience** with a background in the **automotive industry**.

## Responsibilities

You will be dealing directly with our internal staff, external clients and field consigners, and as such your responsibilities will span across a large part of our business.

Your responsibilities will include and not limited to the following activities:

- Reviewing submitted vehicles and assigning a market valuation based on basic inputs, e.g. year, make, model and condition.
- Phoning up higher value leads asking more detail about the car in order to refine the valuation and then sell the benefits of our unique service.
- Emailing lower value leads with their valuation.
- Liaise with our clients and field photographers to organise and confirm vehicle visits around their availability and weather limitations.
- Send email communications out to our clients at specific times around our processes.

- Owning the client relationship from acquisition right through to post auction.
- Attending meetings, functions and events.

## Job Skills

### Must-Have - Specifics

- At least 5 years experience in a sales based role managing your own target/s.
- Prior experience in the automotive industry and / or a deep knowledge of cars - classic era would be a significant advantage.
- Laptop or desktop computer.
- Landline or mobile phone to use for both inbound and outbound calls.
- A quiet home office location suitable for carrying out your responsibilities.
- Experience using Google suite of office products (Drive / Sheets / Docs / Slides).

### Nice to Have - Specifics

- Passion for classic cars.

### Generic Skills

- Strong attention to detail ensuring the highest levels of accuracy.
- Efficient planning and organisational skills.
- Managing workload and prioritising effectively.
- Computer literate with ability to quickly pick up and use new technologies and software.
- Excellent typing and oral / written communication.
- Friendly and approachable personality.
- Flexibility with a 'can do' attitude that can work on their own initiative.
- Smart and punctual at all times.

## Remuneration

We offer competitive hourly rate depending on experience, together with an on-target and exceeded target commission based structure.

## Next Steps

**To ensure a reply, please only submit your application if you have the required sales experience and automotive knowledge.**

Please complete the application form online [via this link](#) and upload your CV.

We take your privacy seriously and only use this information to contact you in line with our GDPR compliant [Privacy Policy](#)