



## JOB DESCRIPTION

<b>TITLE:</b>	Marine Sales Associate	<b>LOCATION:</b>	YHWS Dealership
<b>REPORTS TO:</b>	Sales Manager	<b>STATUS:</b>	Non-Exempt
<b>SUPERVISES:</b>	N/A	<b>PAY RANGE:</b>	Base pay + Commission (Pay structure will vary based on experience)

**JOB SUMMARY:** The marine sales associate performs various selling and customer service activities to assist customers in making an informed buying decision. They are also responsible for marketing watercraft as well as following up on sales leads. Other duties as assigned. See job functions below.

Supports and contributes to the mission, vision and values of the company:

**Mission:** To provide a memorable purchasing experience for sales customers

**Vision:** To deliver the highest quality watercraft, maintain a professional demeanor, and create a lasting impression with each and every sales customer.

- Values:**
- Accountability-*We are personally and collectively responsible for delivering on our commitments.
  - Collaboration-* We communicate effectively with fellow employees and supervisors.
  - Compassion-* We act with kindness and respect for all those we serve.
  - Excellence-* In whatever we do, we do it with a dedication to be the best.
  - Integrity-* We uphold the highest standards of honesty and integrity in all that we do.
  - Investment-* We have a commitment to the growth and success of the rental business.
  - Adaptability-* We proactively pursue continuous improvement.
  - Service-* We strive to provide an experience that exceeds our customers' highest expectations.
  - Teamwork-* We will respect and support one another in achieving our goals and mission.
  - Balance-* We strive to operate a professional boat dealership with a focus on customer service to invest in our future.

### REQUIRED QUALIFICATIONS

<b>Education</b>	High School Diploma or equivalent
<b>Experience</b>	5+ years sales and customer service experience in the marine industry
<b>Licensure</b>	N/A
<b>Skills</b>	Ability to work efficiently and model positive behavior, organize and maintain work flow and exercise independent critical judgment. Excellent customer service skills and communication skills, ability to work in a fast-paced work environment, work with little to no supervision, high level of computer skills and proficient email correspondence.
<b>Environment</b>	Indoor/Outdoor setting
<b>Hours of Work</b>	40hrs/week---May vary depending on time of year
<b>Travel</b>	Requires a moderate amount of travel.
<b>Physical Requirements</b>	This position requires a moderate to high level of physical activity. May be required to occasionally lift items up to 50lbs. Requires extensive computer use.

### PREFERRED QUALIFICATIONS

<b>Certification</b>	N/A
<b>Experience</b>	Extensive knowledge of watercraft safety and operation.

### JOB FUNCTIONS

1. Market watercraft across various platforms (BoatTrader, Craigslist, FaceBook, etc.)	7. Organize showroom floor
2. Follow up on sales leads (both calls and online submissions)	8. Maintain current product knowledge
3. Engage customers on the sales floor	9. Remain current on and adhere to all selling skills training and direction
4. Schedule test-drives	10. Participate in special events such as Boat Shows or Dealership sales events
5. Maintain a clean and professional work area	11. Maintain awareness of all advertised items
6. Accurately complete all necessary paperwork	12. Adhere to all company policies and procedures

### ACKNOWLEDGEMENT

I have read this job description (or had it read to me) and completely understand all my job duties and responsibilities. I am able to perform the essential functions as outlined with or without reasonable accommodation. I understand that my job may change on a temporary or regular basis according to the needs of my company without it being specifically included in the job description. If I have any questions about job duties not specified on this description that I am asked to perform, I should discuss them with my immediate supervisor. I understand that if at any time I am unable to perform the duties as outlined here, I must contact my immediate supervisor.

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Employee Signature

\_\_\_\_\_  
Date