



Senior Consultant – Novated Sales

- One of Australasia's leading fleet leasing company
- Fast paced and dynamic work environment
- Richmond Location

FleetPartners is a vehicle fleet leasing and management business operating in Australia and New Zealand. We employ over 300 staff and manage more than 60,000 vehicles on behalf of our clients.

"We strive to be the world's best provider of automotive-related mobility solutions by relentlessly challenging the status quo to continuously improve the customer experience."

As one of a small team of Novated Consultants, your primary responsibility will be to pro-actively sell FleetPartners Novated Lease product through phone based communications. Our Novated Consultants will demonstrate sales and customer service excellence through the effective management of queries from prospective customers and provision of solutions aligned to our customers' needs.

Key Responsibilities

- Proactively sell FleetPartners Novated Lease product to prospective and existing vehicle drivers
- Act as the gatekeeper for all inbound Novated sales leads
- Quoting for new/extensions and recalculations/payouts of Novated leases and preparation of other lease documents
- Look for opportunities to ensure/improve outcome of repeat orders
- Attending client & supplier meetings
- Facilitate and process customer requests through to other departments of the organisation, including coordination of credit applications and customer acquisition queries
- Schedule reporting and general product information in relation to Novated leases

Experience, skills & qualifications

- Experience in a high activity customer service/sales/financial services environment
- High degree of customer service excellence to all external and internal customers
- Demonstrated ability to deliver on commitments and sales targets
- Ability to work well in a team environment
- Excellent interpersonal skills; ability to develop rapport with stakeholders across all levels of management

To be successful in this role, you will have a track record of commitment, be a team player and have the sales drive to excel in this growing organisation. Formal training in sales methodologies, knowledge of the motor vehicle industry and selling to end users in a B2C environment would also be advantageous.

Candidates must address the selection criteria in a covering letter, outlining their skills relevant to the role.