

## Sales BDC Representative

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Company: Toyota of Rockwall

Location: Rockwall

Category: other-general

Sales BDC Representative: Full-Time

Toyota of Rockwall

Rockwall, TX

### Qualifications

Must have basic computer skills.

Must have excellent phone and communication skills.

One year of outbound call experience preferred.

### Responsibilities

Communicating effectively by phone, email and text.

Required to complete 80-100 outbound calls a day.

Answering inbound sales calls.

Respond to all customers promptly and professionally.

Utilize dealership templates and scripts to communicate with customers in all forms.

Schedule and log appointments for sales floor and internet department.

Read and leave notes in dealership's CRM.

Stay up to date on dealership promotions and current inventory.

Perform all outbound campaigns as outlined by the manager.

Understand and follow dealership processes.

Prioritize and complete tasks as assigned.

## Benefits

Full-Time Benefits (Health, Vision, Dental, 401k, Life Insurance)

Compensation

\$16-\$17 hourly

Job Description

Toyota of Rockwall is seeking a highly motivated and proactive individual with excellent interpersonal skills and a genuine passion for interacting with people. This role is ideal for someone who thrives on creating positive customer experiences and contributes to fostering a welcoming and enjoyable atmosphere.

We welcome candidates with varying levels of experience, as we believe that individuals who possess the right qualities and are eager to contribute to the Toyota of Rockwall family can excel in this position.

## About the Company

The Jackson Automotive Group is family owned and operated business since 2008. Toyota of Rockwall, TX is their very first dealership, and we take pride in being the first Gold LEED Certified Dealership in the nation. From finance to service, every part of our dealership is optimized to run as efficiently and eco-friendly as possible to minimize our carbon footprint.

As a dealership, we are unwavering in our commitment to actively engage and contribute to the Rockwall community. Toyota of Rockwall proudly partners with Rockwall ISD for food drives and actively awards grants to local non-profit organizations in collaboration with Toyota Motor Sales. These initiatives demonstrate our dedication to making a tangible and positive impact on the community we serve. Through these partnerships and initiatives, we strive to foster a stronger and more compassionate community for everyone involved.

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