

Join the Novus Automotive Family at Ontario Hyundai!

At Ontario Hyundai— a Certified Platinum Dealership— we are all about crafting a simple, stress-free dealership experience for our customers. Located in Whitby and now under new management (as of May 1, 2025), our dedication to guest satisfaction reflects our team's commitment to exceeding expectations.

We are now looking for passionate individuals to join our growing team as we continue to strive for excellence. At Ontario Hyundai, you will work in a supportive, customer-focused environment where your contributions truly matter.

If you're driven to provide outstanding service and be part of a team that values trust and transparency, Ontario Hyundai is the place for you.

Meet Novus Automotive: In 2024, we launched a forward-thinking dealership brand that encompasses six dealerships across the Durham Region, including Ontario Hyundai. We are Novus Automotive, dedicated to reshaping the relationship between dealerships and drivers by crafting seamless experiences that bring peace of mind to the road.

Position Overview:

The Sales and Leasing Representative at Ontario Hyundai, plays a vital role in creating a positive dealership experience by actively engaging with customers and providing support throughout the sales and leasing process. The successful candidate will achieve or surpass individual sales goals while adhering to licensing requirements and dealership policies. Strong interpersonal communication skills and a firm understanding of dealership vehicles' capabilities are instrumental for succeeding in this role.

What You'll Do:

- Interact with customers in an enthusiastic, professional manner to help them find a vehicle that suits their needs.
- Build and maintain positive relationships with customers to encourage repeat business and referrals.
- Execute vehicle sales and leasing transactions in accordance with OMVIC regulations and dealership procedures, consistently aiming to achieve or exceed sales targets through effective sales and negotiation strategies.
- Develop a firm understanding of the dealership's current vehicle inventory, helping customers to make informed decisions.

- Deliver high-quality demonstrations of vehicle features and capabilities tailored to customer interests.
- Address customer inquiries regarding vehicles, financing, and leasing options, and conduct follow-up interactions to ensure customers are satisfied with their purchase.
- Perform other sales-related duties and projects as directed by management.

What You Bring:

- Must have a valid Ontario Class 'G' Driver's License and a clean driver's abstract
- Must have a valid OMVIC License
- Excellent verbal and written communication skills, maintaining a positive, professional approach with customers and team colleagues.
- 2+ years of previous experience in automotive sales, Hyundai dealership experience preferred.
- A firm understanding of vehicles and leasing terms is necessary.
- Previous experience with PBS Dealer Management System is considered an asset.
- Problem-solving skills with the ability to address customer concerns throughout the sales and leasing process.

What We Offer:

- **Paid Time Off:** 5 paid personal days, 3 weeks of vacation time (increased to 4 weeks after 5 years and 5 weeks after 10 years), 2 paid volunteer days, 3 paid bereavement days, and 5 paid new parent leave days.
- **Comprehensive Benefit Plan:** Enrollment in our comprehensive benefit plan starting on day one.
- **Competitive Compensation:** **This is a 100% commission-based role with a minimum wage guarantee. The estimated range of \$70,000–\$120,000 annually is not guaranteed. Actual compensation may be higher or lower depending on individual performance and experience**
- **Training and Development:** Access to comprehensive training and development programs.

- **Employee Discounts:** Special discounts on vehicles and services across Novus Automotive.

We thank you for your interest in employment with Ontario Hyundai, however, only applicants selected for an interview will be contacted.

Please note, this posting is intended to build a qualified pool of candidates for future opportunities within our organization.

Novus Automotive is committed to providing accessible employment practices that are following the Accessibility for Ontarians with Disabilities Act (AODA). If you require accommodation during any stage of the recruitment process, please contact HR@novus.auto.