

WESGROUP EQUIPMENT

A FAMILY OF COMPANIES



Wesgroup Equipment

Based in British Columbia, Wesgroup Equipment is the parent company of Williams Machinery, Westerra Equipment and Vermeer BC. We are a well-established and growing equipment dealer with an extensive range of products and services for various industries including: material handling, construction, forestry, agriculture and much more. We sell and service high quality equipment such as Bobcat, Linde, Clark, Doosan Heavy and Vermeer.

We appreciate and recognize the talent and efforts of our amazing employees. As our company grows, we are on the lookout for talented people. We value honesty, integrity and trust in our relationships and use co-operation and communication to achieve excellence and high levels of customer service. We are BC's Preferred Equipment Dealer!

Our successful customer focused approach has us growing, so come explore the opportunity to grow with us!

DATE: January 2017

POSITION: Used Equipment Manager

LOCATION: Surrey, Abbotsford or Kamloops

Wesgroup Equipment, BC's Preferred Equipment Dealer, is a great place to work with a focus on providing exceptional service and operating with excellence within a fast-paced team environment.

This is an opportunity for a person with excellent problem solving ability, self-motivation, and above average customer service skills to join the team at Wesgroup Equipment as a Used Equipment Manager

Summary:

Reporting to Vice President of Sales, the Used Equipment Manager will serve as a company expert on the used equipment market; advising on market values and trade-ins for multiple divisions within the company. The Used Equipment Manager is responsible for using marketing best practices within the dealership to maximize return on equipment inventory investment. This position will re-write the used equipment playbook for the Wesgroup Equipment family of companies.

Key Responsibilities:

- Serve as a company expert on the used equipment market; evaluate, appraise and price trade-ins for multiple divisions within the dealership.
- Implement a used equipment valuation method and process.
- Evaluate repairs required on each trade-in and ensure repairs are managed to stay within estimate.
- Coordinate the sale and disposal of all used OEM equipment distributed by the Wesgroup Equipment family of companies and competitive equipment trade-ins and inventories within Wesgroup Equipment's territory and for used equipment customers worldwide.
- Work with third parties to enhance dealership go to market capabilities through websites and wholesale channels.
- Achieve optimum dollar sales on the used equipment fleet, ensuring maximum revenue and profitability is captured at point of trade-in and sale
- Ensures the Used Equipment business is profitable, producing desired performance results and attaining annual budget and business goals.
- Grows the Used Equipment business, strategically planning Used Equipment short and long term business initiatives.
- Market all equipment trade-ins and acquisitions including those from rental divisions.
- Execute and monitor strategic plan for inventory volume, aging and turns.
- Develop and expand network for moving used equipment and competitive trade-ins.
- Interface and collaborate with multiple functions within the dealership including, but not limited to marketing, sales, parts, service and finance departments.
- Work with territory representatives filling needs, driving performance and managing daily position requirements.
- Work with sales managers to ensure sales people have annual sales plans for used equipment.

- Train sales people on tools and systems available to support the acquisition and disposition of used equipment.
- Lead the development of and manage the Certified Pre-Owned program and drive its adoption through the dealership.

Required Knowledge, Skills & Abilities:

- Understands how successful businesses work and is comfortable interpreting financial data
- Able to gather relevant data and complete data analysis
- Is mechanically inclined and or has experience with machinery life cycles
- Ability to build relationships in person, via phone and by e-mail
- Excellent verbal and written communication skills
- High attention to detail
- Highly motivated, self-starter, enthusiastic and well organized
- Collaborative and persuasive
- Competent in Microsoft Office programs including Excel, Word, Outlook and PowerPoint
- Previous experience and success in sales is an asset
- Experience in a similar or related role would be an asset
- Post secondary education (diploma or degree) in a related discipline.

In our day to day interactions we are guided by our values and quest to be BC's Preferred Equipment Dealer. If you love dealing with customers, are self-motivated and want to be part of a winning team, we would love to hear from you. We offer a competitive compensation and benefits package, which includes a comprehensive extended health and dental plan, MSP and 3 weeks' vacation. Other rewards include a recognition program, training opportunities and more.

Please email your resume and a cover letter to careers@wesgroupequipment.com quoting the position title of "Used Equipment Manager" and your last name in the subject line of the email. Please include your salary expectations in your cover letter. Due to the volume of applicants, please accept our apologies in advance, as only those candidates shortlisted will be contacted. We sincerely appreciate your interest in our company. Thank you for exploring career opportunities with Wesgroup Equipment.