



Mitsubishi Motors Malaysia Sdn Bhd is the official distributor of Mitsubishi Motors vehicles in Malaysia. As one of Malaysia's leading automotive company, Mitsubishi Motors Malaysia is committed to produce and sell vehicles that are technologically advanced, high in quality, performance, safety and comfort. We invite suitable talented individuals who are result-oriented, fast-paced and committed to join us as:

ASSISTANT MANAGER – USED CAR SPECIALIST

Responsible for used car business operations, from inventory management and pricing to customer consultations and post-sale support.

Main Responsibilities:

- Responsible to execute and achieve used car business sales and revenue targets.
- Keep updated on stock and price of cars to ensure competitive selling prices of used cars.
- Responsible for car reconditioning efforts, coordinating repairs, detailing and other necessary services to prepare used cars for sale.
- Collaborate with marketing and advertising teams to promote used car inventory through various channels, including online listings, social media, and print media.
- Provide customer service, addressing inquiries, resolving complaints and ensuring a positive buying experience for all customers.
- Evaluate incoming used cars for trade-in or purchase, assessing their condition, market value, and desirability.
- Conduct detailed inspections of used cars to identify any mechanical issues, cosmetic defects, or other concerns.
- Work closely with the sales team to recommend pricing strategies and negotiate trade-in values with customers.
- Responsible for daily operations by maintaining cost of operations within approved budget.
- Prepare detailed car appraisals and reports, including photographs and descriptions of each car's condition.
- Maintain accurate records of car acquisitions, sales and inventory levels using dealership management system.
- Stay up-to-date on industry trends, new car models and changes in market demand to anticipate customer preferences and adjust inventories accordingly.

Requirements:

- Bachelor's degree in Business Administration, Marketing, Automotive Management.
- Minimum of 5 years of experience in automotive sales, with a focus on pre-owned cars.
- Deep understanding of market trends and pricing for different car makes and models.
- Sales and negotiation skills (building rapport with customers and sales team).
- Ensure all sales documentations/contracts, financing paperwork, transfer of ownership forms is accurate and in compliance with regulatory requirements.

Interested applicants are invited to write-in, fax or email a detailed resume stating qualifications with a recent passport-sized photograph to:

Human Capital Management Department

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