

Mexico Jobs Expertini®

Sales Account Executive - CDMX (10 months)

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Company: GM Financial

Location: Mexico City

Category: computer-and-mathematical

Why GMF?

GM Financial International Operations conducts business in Latin America and China. International Operations offers a wide range of wholesale and retail automotive financing products to dealers and their customers. The strength of the international business lies in its ability to tailor its products to meet unique dealer needs, consumer preferences and national requirements in local markets. Latin American country operations include Brazil, Chile, Colombia, Mexico, and Peru.

About the role

The **Sales Account Executive (CDMX)** is the main point of contact between GM Financial internal operations and assigned dealerships within a sales district. This role will be responsible for guaranteeing a successful commercial/sales relationship by supporting both the retail & wholesale dealer operations, KPI accomplishment & ensuring the implementation of strategies related to marketing, product, pricing, training and insurance.

Location : CDMX

Fixed Term: 10 Months

What you need

Bachelor degree in business administration, economics, accounting or related field is a must.

Desirable master's degree in business or sales related fields.

Proficient in both Spanish & English (will be evaluated during interview).

Availability to travel within assigned sales district.

Related experience within the financial, banking or automotive sector in areas such as credit, products or financial services sales.

Background experience in credit approvals & administration.

Background experience as a Sales account executive or related.

Proven direct customer service experience.

Excellent communication skills (both verbal & written).

Proven ability to build strategic customer relationships.

Knowledge in: Automotive industry in Mexico. Financial & Banking industry in Mexico. Automotive Dealership Operations.

Ability to analyze and develop processes.

Proficient MS Office Skills.

Ability to deal with ambiguity and work under pressure.

What you will be doing

Be the Subject Matter Expert (SME) for both retail and wholesale credit operations.

Coordinate commercial & marketing strategies and its implementation within the assigned dealership network.

Support training department in face-to-face trainings with the dealer sales force in topics such as: policies, procedures and products (both new & updates).

Operational KPI follow up & support with assigned dealerships.

Work around a dealer visit strategy to ensure engagement and successful relationship building.

Be the link between operational areas and dealers in problem solving, day to day operations and new implementations.

Promote Value Add Products (VAP).

What we offer

At GM Financial we want you to be the most authentic version of yourself. We take care of your work-life balance by programming wellness and integration activities, where you will strengthen your relationships with peers and contribute towards the development and wellbeing of your community, while providing you with a competitive salary and benefits. Some of our global benefits include Extended Maternity & Paternity Leaves, Personal Days & Community Investment hours.

Mexico: Additional benefits include Medical Plans, Profit Sharing, Life Insurance, Savings Fund & Pension Plan and others.

#LI-MON

Disclaimer

Mexico - GM Financial is an Equal Opportunity Employer and is committed to diversity and inclusion at every level of our organization. We do not discriminate against any applicant or employee based on race, color, age, gender, marital status, national origin, religion, sexual orientation, gender identity, veteran status, disability, or any other that undermines human dignity and aims to nullify or impair people's rights and freedoms.

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