



Job Description

LGM is one of the most desirable workplaces in Canada.

LGM was established in 1998 as a dealer development company within the automotive and recreation vehicle industries of Canada. We specialize in distributing high quality finance and insurance products for our clients which are subsequently sold to our client's consumers. LGM supplements its products with ongoing field training and support. Currently, LGM services clients through direct relationships and also through agreements held with 5 automotive manufacturing brands including Volkswagen, Audi, BMW, MINI and Kia.

You can learn more about LGM by visiting our website at www.lgm.ca

Title:	Dealer Development Manager	Location:	Montreal, Quebec
Reports To:	Vice President, Sales -Quebec	Start Date:	Immediately
Job Summary:	The Dealer Development Manager will be responsible for visiting automotive and powersports dealers to establish new accounts and maintain existing accounts.		
To apply:	Please submit covering letter and resume to careers@lgm.ca		

Summary of Key Responsibilities

- Visit dealerships to establish new business relationship
- Visit dealerships to maintain existing business relationship
- Assist dealers to increase their profitability in the Business Office
- Assist dealers to increase productivity and sales of the whole dealership
- Train and support dealership personnel on products
- Provide the best service experience to every existing, and potential client

Required Skills:

- Able to communicate professionally with a wide variety of personalities
- Able to speak intelligently about the automotive and powersports industries
- Able to self-motivate and maintain focus as an independent sales person
- Able to quickly pick up product knowledge
- Excellent time management and organizational skills
- Willingness to complete insurance of Persons program and subsequent AMF licensing in assigned jurisdiction.

Experience:

- Track record of world-class performance and sales success
- 5 years of automotive industry exposure

This is a unique opportunity to join a progressive company that is just as excited as you are about winning and building a brand that is truly remarkable. We offer an exciting and rewarding compensation plan that is sure to get you motivated to help us achieve significant success. Examples include our comprehensive benefits plan, RRSP contribution, educational sponsorship program, and a professional work environment.



Delivering Excellence.

LGM is proud to be recognized for its growth and employee satisfaction results.