



Hot Rod Sales Specialist

Lane Automotive, Inc., a proven leader in high-performance motorsports, has a position available for a professional sales person with hot rod knowledge and experience who is also an active performance enthusiast.

Responsibilities include participating in daily activities servicing wholesale hot rodding, muscle car, pro-touring, and street performance customers throughout the United States. Additional activities include working with our Advertising Department assisting with the layout of the company's Hot Rod specific catalog.

The ideal candidate will also work closely with product managers, recommending necessary products and will assist with the implementation of new product lines.

Essential skills include telephone sales ability to effectively conduct business involving prospecting, selling and servicing new and existing customers. In addition, verbal and written skills are essential for communication with customers (price quotes, sales proposals, discounts, etc.). Information exchange is key to reviewing and analyzing customer wants and needs.

Some travel is required; attending regional and national automotive events, researching current trends, and prospecting new business opportunities.

Experience in, or ability and willingness to become familiar and utilize emergent technology systems for ordering, product reference, and customer communication is essential.

Ideally located in Southwest Michigan, Lane Automotive is well known for its commitment to exceptional customer satisfaction and providing an excellent work environment for our employees.

Qualified candidates should submit their resume in confidence to:

Lane Automotive, Inc.
Attn.: Rick Warner
8300 Lane Drive
Watervliet, MI 49098

Equal Opportunity Employer