

Fleet Operations Remarketing Manager
Job Description
April 2015

Position:

Fleet Operations Remarketing Manager – Leasing Division

Description:

Responsible for remarketing off- lease and inventory vehicles for both Merchants portfolio as well as the portfolio of our clients. Responsibilities include the reconditioning and remarketing of all vehicles makes and models, as well as specialty vehicles including medium/heavy duty trucks and buses. The establishment and the continued growth of a national footprint of remarketing avenues to ensure we are remarketing vehicles above average sales pricing.

Salary Grade: 28

FLSA Status: Exempt

Reporting Relationship: Position reports to the Director of Fleet Operations

Responsibilities:

- Directly responsible for managing the remarketing of automobiles for our clients, as well as, Merchants Automotive Group
- Deliver and report on vehicle sold count, net income and other key deliverables on monthly and annual basis.
- Establish measure and report on KPI's to illustrate efficiencies and effectiveness of the remarketing program. Number of days to sell, benchmarking against industry sales data, sales prices, and gain on sale are all components/measurements of performance indicators
- Further develop the multi-channel remarketing operation the highest sales price on off-lease and purchased vehicles
- Effectively negotiate sales pricing on the behalf of our clients and Merchants Automotive Group on all remarketed vehicles
- Work directly with auctions, manufacturers, and remarketing companies to effectively negotiate and obtain optimal results on vehicles to enhance our relations with our clients as well as maximize the cost savings for our clients fleet needs
- Directly responsible for all aspects of managing our off-lease vehicle portfolio to maximize profitability, ensure timely disposal, and report on available vehicles in inventory
- Produce weekly reporting on off-lease inventory and increase visibility to the inventory both internally and externally
- Provide knowledge and support in regards to remarketing results cross departmentally and create presentations for clients and prospects
- Acquire and distribute remarketing results to key stakeholders upon request

- Gain knowledge in the area of new disposition channels in order to further develop a best in class remarketing program
- Work cooperatively with the Operations department as their logistical duties relate to the retrieval of off lease vehicles to be remarketed
- Periodic travel to vendors and remarketers to strengthen relationships and enhance product/service knowledge of our vendors' capabilities
- Coordinate regularly scheduled team meetings that:
 - Lead the team for department policy changes
 - Promote and engage team members
 - Provide a friendly venue for discussion geared to improving workflow, efficiency and customer service
- Additional projects and/or duties as assigned

Core Competencies:

- 5-7 years of progressive work experience in remarketing vehicles on a national level required
- Excellent negotiation skills
- Proficiency with Microsoft Outlook, Excel, Word and some experience in use of a CRM (Customer Relationship Management tool)
- Positive attitude and ability to communicate effectively with all levels of the organization including Administrative, Sales, Management, Leadership Team and Ownership Ability to prioritize, multi task and manage time productively
- Effective planning and organizational skills, along with the ability to interpret and analyze data.
- Expert skills in decision making and problem solving
- Ability to be a self-starter who can readily adapt to a fast paced environment
- Extensive knowledge of auction operations to include experience with remarketing programs
- Minimum of Bachelor's Degree required

To Apply:

- Contact Victoria Dingman at victoriadingman@merchantsfleet.com