



## Car Advisor to ALD Automotive in Fredericia

*Are you passionate about cars? Do you have a good understanding of numbers, and can you communicate your knowledge to others to ensure they have the ultimate driving experience in their company car? Then you might be the person we're looking for.*

As Car Advisor in ALD Automotive you will be responsible for servicing several customers in close co-operation with our Key Account Managers. A large part of the job will consist of advising on best buys, charging solutions, and preparing various offers throughout the decision-making process. You will also be responsible for completing the entire order process so that it fulfils both your own and the customer's quality requirements.

You will be responsible for maintaining and further developing a close collaboration and building a solid relationship of trust with the customer's fleet manager, with whom you are expected to have an ongoing dialogue.

In your role, you will also be responsible for coordinating with our purchasing department on price and delivery changes in collaboration with our Sales Coordinator. In addition, you will also be responsible for contributing positively to both the cross-organizational collaboration as well as the collaboration and task execution in the sales teams.

Arbejdsgiver

ALD Automotive A/S -  
Fredericia

Vesterballevej 9C

7000, Fredericia

Telefon: **75 80 64 30**

[Besøg hjemmeside](#)

Kontaktperson

Henrik Mørup

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september 2024**

Indrykket: 09. august 2024

## ***To sum up, your daily tasks consist of:***

- Proactive advising of users on car selection in line with both the customer's car policy and user's needs and wishes.
- Giving feedback on all enquiries according to agreed time and quality standards.
- Preparation of leasing offers and contracts.
- Preparation of inspirational and best buy overviews for our customers, as well as onboarding to the online showroom.
- Dialogue with various car dealerships.
- Following up on expiring contracts using Salesforce (our CRM system).
- Coordination with purchasing support on delivery and price changes.
- Close collaboration with ALD Carmarket on ALD Flex and Releasing.

Reporting to the Sales Manager Corporate, you will be part of ALD's dedicated, committed and competent sales team located in Fredericia.

## ***Experienced sales professional with a passion for vehicles***

Our new colleague has some years of working experience from commercial sales. You have a keen interest and knowledge in cars and to succeed in the role, you need to be fluent in both English and Danish.

Besides that, we imagine you:

- Have experience from the industry, but it is not a must.
- Possess digital literacy and have solid experience using Excel.
- Have good numerical understanding and preferably knowledge of financial calculations.
- Can handle several tasks at once while still delivering a high level of quality.

## ***Grab this opportunity to advance your career***

You will join us at an exciting time, as we have merged ALD Automotive with LeasePlan to become the largest player in our field of offering sustainable solutions to mobility – putting miles between us and our competitors. This transformational journey offers you a unique opportunity to contribute to our evolving organization and operational risk framework. Because we genuinely want to hear your ideas for the future.

*"We're in the process of uniting all the best elements from both companies and merging them into a new shared culture. A process you get to be part of,"*

explains Camilla Jappe, HR Director.

We will ensure that you get off to a good start with a comprehensive onboarding program. And once you have settled in, you will discover a collaborative work environment.

Of course, we also offer benefits and perks such as:

- Beneficial employee schemes including one for leasing and / or purchasing a car.
- Social events to foster team spirit and social coherence.
- Extra vacations days.
- A very good pension scheme.

### ***Ready to drive the future of sustainable mobility?***

Please submit your CV and fill the mandatory questionnaire by clicking the Apply button. We will conduct interviews on an ongoing basis, so do not hesitate and apply today.

If you have any questions regarding the position, please reach out to our Sales Manager Corporate, Henrik Mørup on [Henrik.MORUP@aldautomotive.com](mailto:Henrik.MORUP@aldautomotive.com).

We encourage all relevant applicants to apply. We are committed to celebrating human diversity, and we trust that the best way to reach outstanding business results is by welcoming people into our community regardless of age, gender, ethnicity, disabilities etc.

***We look forward to hearing from you!***

### ***Om os***

*ALD Automotive er en af Danmarks største virksomheder inden for leasing af firmabiler og flådestyring. Vi er ejet af den franske bank Société Générale og har over 30 års erfaring med operationel leasing på det danske firmabilsmarked. I dag er vi på globalt plan mere end 6.500 ansatte i 43 lande og har omkring 1,6 mio. kørende biler. Knap 25.000 af disse kører på de danske veje, og i Danmark sidder vi 160 dedikerede medarbejdere, der alle arbejder mod ALDs globale vision om at blive en fuldt integreret udbyder af bæredygtig mobilitet samt den globale leder i branchen.*

Læs mere på [www.aldautomotive.dk](http://www.aldautomotive.dk)