

Salgsrådgiver søges til kundecenteret hos ALD Automotives i Fredericia

Our ambitions to shape the future of sustainable mobility are powered by our talent. Join us, and get better with every move.

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.

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.

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.



Arbejdsgiver

**Ayvens Danmark -
Fredericia**

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7000, Fredericia

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[Besøg hjemmeside](#)

Kontaktperson

Henrik Mørup

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Announce ID: 21487

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 vehicles 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 (an advantage but not a must).
- Are trustworthy and can develop and maintain solid relationships with stakeholders.
- Possess digital literacy and experience in 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 including but not limited to:

- 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 a motivated CV 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.

We look forward to hearing from you!

Hvorfor Ayvens?

Med over 3,4 millioner køretøjer, der administreres på tværs af mere end 42 lande, tilbyder vi fuld-serviceleasing, fleksible abonnements tjenester, flådeadministration og multi-mobilitetsløsninger til kunder i alle størrelser, herunder store virksomheder, SME'er, erhvervsmæssigt og private. Ved at udnytte vores unikke position til at lede vejen til klimaneutralitet og fortsætte med at forme den digitale transformation af industrien, er vi godt positioneret til at imødekomme vores kunders skiftende mobilitetsbehov og give dem de løsninger, de har brug for for at trives.

Hos Ayvens tror vi på, at vores succes er drevet af vores engagement i kundetilfredshed. Vores team er dedikeret til at levere innovative løsninger og digitale tjenester, der hjælper vores kunder med at fokusere på deres daglige forretning. Vi forpligter os til at levere bæredygtig mobilitet og har gjort det til en central del af vores strategi. I alt, hvad vi gør, er vi styret af principperne om autenticitet, nysgerrighed, engagement og samarbejde. Vi sigter mod at fremme en organisation, der er mangfoldig i mennesker og ideer, hvor alle kan trives og være sig selv, uanset hvem de er.

Tag med os på denne spændende rejse, hvor vi fortsætter muliggørelsen af transformationen hen imod bæredygtig mobilitet i stor skala og give vores kunder de mobilitetsløsninger, de har brug for, for at få succes. Følg vores side for de seneste opdateringer, nyheder og indsigt.

**ALD Automotive | LeasePlan vil rebrande til Ayvens i alle 42 lande inden 2025.*