



AFFINITY DEVELOPMENT GROUP
Job Description

JOB TITLE:	ZBC – Zone Business Consultant
DEPARTMENT:	Field Sales
SUPERVISOR:	Regional Director
FLSA STATUS:	Salary
MANAGES STAFF:	No
JOB LOCATION:	United States and Canada
PREPARED DATE:	January 2012

SUMMARY:

Due to growth of our existing programs and future opportunities requires us to hire additional Zone Business Consultants. As the pre-eminent industry leader in providing high quality member generated referrals, we are seeking automotive professionals for areas throughout the United States.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Establish and emphasize member and company specific requirements of participating automotive dealers with respect to pre determined vehicle pricing, program execution and member interaction.
- Institute and continuously reinforce relationship between the company and the participating dealer network.
- Promote the company's expansion of business avenues to increase referrals to the participating dealer network.
- Provide expertise and familiarity to the industry knowledge, direction and trends.
- Absolute attainment to mutually agreed upon objectives and forecasts

EDUCATION and/or EXPERIENCE:

- BA/BS or 7 years automotive sales/marketing experience.
- Automotive experience in F&I or Fixed Operations required.
- Demonstrated negotiation and resolution skills.
- Exceptional communication (verbal, written, presentation).
- Ability to adjust to a dynamic business environment with multiple simultaneous projects emphasis.
- Willing to work irregular hours.
- Travel required.
- Proficiency in Word, Excel and Outlook.

REASONING ABILITY:

Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists. Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form.

LICENSES, REGISTRATIONS:

Current valid driver's license and registration. Must own a serviceable, reliable vehicle that is to be used for business travel and purposes. Mileage compensated at current IRS formula(s).

WORK ENVIRONMENT:

Work as a member of a team, ability to accept performance critique and make adjustments in a positive manner. Able to offer critique of business structure, directions and focus and offer suggestions to correct, improve and adjust.