



Our Story

GROUPE PREMIER QUEBEC partners with top automotive and recreational vehicle dealers in supporting their Financial Services Office. The Financial Services Managers (FSMs) are employees of the dealership working in the dealer store. The FSM represent our products to the consumer. GPQ, together with their Performance Coaches support our dealer partners with sourcing and developing their FSM teams. We take pride knowing our products benefit the consumer by protecting their investment and enjoying a truly worry-free ownership experience.

GPQ came into this business to do things differently and bring about change. As former FSM and Coaches, we knew what a dealer partnership should look like and we based our dealer value proposition and structure on the things that matter. We are positioning ourselves to become the next leader in this industry.

We might be the new kids on the block but with that comes a determination to prove ourselves and we are doing just that. Our business is rapidly expanding and proving that there is always a market when you do things right.

We choose new team members with great care and are currently searching for the right person to take on the role of Business Development Partner.

Are you ready to be part of a next level partnership?

Learn more about us by visiting our www.groupepremierquebec.com



The Opportunity:

We are immediately looking to engage a Business Development Partner (BDP) . This is an exciting opportunity for an entrepreneurial spirit looking for a sound and profitable business to leverage your substantial existing network, superior business skills, strategic and creative mind and your passion to grow your career and your business to new levels. This is a generous commission-based role leading Financial Services functions in the automotive and recreational vehicle industry.

As BDP, you run your own operation as a true extension of the GPQ team. There is no up-front financial investment and you have full use of our advanced technology; IT support and transformational people practices such as success profiles for hiring and industry leading training programs.

As BDP you will live our values of Integrity, exemplary people practices, continuous improvement and of course, unparalleled customer experiences.

If you find yourself intrigued, and you are realizing this is a company poised to take the market by storm; If you find yourself thinking you know what it takes to be #1 and stay #1; if you find yourself admitting that simply thinking about this energizes you; and if you are already planning how you will impress us in an interview, well now we are excited too! Let us take this time to point out that this opportunity means unlimited potential for you and your team.



The Role:

- In the early days, you will act as Performance Coach, supporting the FSM with product and technology transition and developing FSM's sales acuity and confidence. As your business grows, you will step back to drive strategies for new business and oversee the performance of your PCs and FSMs
- You will spend extensive time cultivating dealer partnerships and relationships. You are a natural at influencing others, capturing and articulating business needs and developing strategies to overcome obstacles to scale and grow the business.
- You obsess over how the customer experiences our products and services and your frequent and regular ground level discussions ensure we always have our finger on the pulse.
- GPQ is an agile organization and can react and respond quickly to changing business needs. As a true extension of the GPQ team, you bring ideas, strategies and action plans that not only grow the business but keep us leading the way in our industry.
- You will keep GPQ and your dealer partners abreast of all business activities through relevant and value add metrics and reporting methods.

What you bring

- You have a solid reputation as an ethical professional and are highly regarded by your peers.
- You are a natural leader, ethical, energetic, self-motivated, intelligent, creative, resilient, performance driven and results oriented. You excel in negotiating, influencing, and building genuine, trusting, and respectful relationships with customers, colleagues, and external agencies. You are at ease and highly adaptable in communicating and presenting information to clients. You have a sales and competitive winning mindset and you are always focused on delivering unsurpassed customer and employee experiences.
- You know that you are only as strong as the people around you and that it takes engaged people to deliver engaging experiences, so you know how to build and motivate a team. You



create an environment that is collaborative and one that empowers team members to do their life's best work.

- You are organized and able to respond to ever changing priorities. You can handle many balls in the air with ease and without breaking a sweat
- You are enthusiastic and inspiring. You are an excellent listener and a proficient communicator
- Your past life may include automotive, financial institutions or high-pressure sales. You will have solid management experience and have demonstrated that you are a leader and a people motivator.
- Experience managing your own business will be considered an asset, especially in a related field.

If you think you have what it takes, we want to meet you. Send your cv in confidence to jmenard@groupepremierquebec.com

While we thank all applicants for their interest, only those selected for an interview will be contacted.