



About Us

We're **Groupe Premier Quebec**. And we partner with top automotive and recreational vehicle dealers

GRUPE 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 car buying public. We support our dealer partners with sourcing and developing their FSM teams. We take pride knowing our products benefit the customer by protecting their investment and enjoying a truly worry-free car 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 Financial Services Manager.

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

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



The Role:

Picture this: You run an important and busy profit center for a dealership and are responsible for meeting revenue targets. You use your excellent time management and organizational skills to manage constant multiple priorities and it seems there is always someone at your door or looking to you for guidance. You are the artery of the dealership and support sales teams by structuring deals in compliance with lender guidelines, dealer policies and the provincial regulations.

Car sales entail an extensive documentation file and your attention to detail is critical to protect dealer assets by ensuring compliance at every step. You maintain currency with manufacturer's leasing and financing programs as well as those of lending institutions. You evaluate customer credit worthiness and leverage your strong relationships with lenders to obtain the best financing options for your clients. You are the expert on aftermarket options and warranties. You have the pleasure of handing over the keys to consumers and share in their excitement. You are a champion for the customer experience.

The Person:

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 experiences.

You are proficient with Technology. Knowledge of the FC product line is considered an asset. Depending on location, bilingualism is an asset.



Ideally you will bring minimum 3 years demonstrated excellence in a sales or finance role in the automotive, recreational or banking industries, however, if we have described you here and your experience is in another industry, we encourage you to apply and convince us why we should meet!

The Benefits:

- Working alongside a team of performance coaches whose sole purpose is your success delivering industry leading training and onboarding programs.
- An engaged, dynamic and welcoming team environment
- Top performing Financial Services Managers earn one of the most generous total compensation packages in the industry including an excellent base salary, strong incentive and performance pay and excellent health benefits and vacation.

If you think you've got what it takes, send us your cv in confidence to jmenard@groupepremierquebec.com. We thank all applicants in advance, but only those selected for an interview will be contacted. Thank you for your interest!