



## **Silverstone Auctions – Classic Car Consignor**

### **Position Summary**

A Classic Car Consignor at Silverstone Auctions must have a commitment to providing the highest level of customer experience, with extensive knowledge and demonstrable classic car experience.

### **Responsibilities**

- Build lasting and trusted relationships with customers based on expertise, transparent and quality advice
- Be a trusted advisor to clients for buying and/or selling collector cars, at auction or privately
- Promote existing consignments and events to current or prospective customers
- Generate and develop new clients by cold calling, networking, and following up on assigned leads
- Research and communicate the history, provenance and unique selling features of consignments
- Keep up to date records on sales calls and client contacts through the use of CRM and provide reports where necessary
- Be a brand ambassador and represent Silverstone Auctions
- Other activities as assigned

### **Requirements**

- Proven sales ability with capability to meet and surpass targets and goals
- Strong communication skills, both verbally and in writing
- Ability to research and write detailed descriptions for consignments
- Comfortable with cold calls and/or developing new relationships
- High level of integrity, work ethic and ability to work as part of a team
- Valid driver's licence

### **Work conditions**

- Basic salary + commission
- Evening/weekend work during auctions and busy periods
- Wednesday sales meeting at the office in Ashorne, Warwickshire (or via Zoom)
- Opportunity to consign for both Silverstone Auctions and its sister company Classic Car Auctions