

SAMSON GOMAN STUDENT NUMBER: 2117588

Good afternoon , thank you for considering me for the BMW Manager position. The role of the BMW Manager is to oversee the daily operations of the BMW dealership. This includes managing the sales team, customer service, and ensuring the dealership meets its sales targets. The person specification for this role includes excellent communication and leadership skills, experience in the automotive industry, a strong sales background, and the ability to analyze data and make strategic decisions.

About company. BMW is a world-renowned German automotive company founded in 1916. Today, BMW is headquartered in Munich, Germany, and has over 126,000 employees worldwide. The company produces luxury vehicles, motorcycles, and engines. BMW's mission is to create exceptional vehicles and mobility services that inspire joy and drive society towards a sustainable future.

Questions 2 As for the questions, I will answer the first two. When asked to tell about myself, I would start with my name samson goman and I'd like to tell you that I have over ten years of experience in the automotive industry. I have managed a team of sales representatives and have consistently exceeded sales targets. My leadership style is focused on creating a positive work environment that encourages teamwork and collaboration. In my free time, I enjoy spending time with my family and participating in outdoor activities like hiking and biking.

The biggest challenge that this role could present is the ongoing competition in the automotive industry. To overcome this challenge, I propose implementing a customer-centric approach to sales management. This includes creating a superior customer experience, developing innovative marketing strategies, and staying up-to-date on industry trends and consumer preferences.

Thank you for considering my application for the BMW Manager position. I have the specific skills, knowledge, and experience necessary to excel in this role. I have a proven track record of managing sales teams and exceeding sales targets. Additionally, I have a deep understanding of the automotive industry and its trends.

In my previous role, I had to turn a negative situation into a positive outcome when a customer was unhappy with their vehicle. I listened to their concerns and took swift action to resolve the issue. This included replacing the vehicle and offering additional services to ensure their satisfaction. As a result, the customer became a loyal customer and referred their friends and family to our dealership.

My greatest achievement in my professional life was when I was able to lead my team to exceed sales targets for three consecutive quarters. We accomplished

this by creating a strong team culture, developing innovative sales strategies, and consistently providing exceptional customer service.

Thank you for the opportunity to answer those questions. I believe that my skills and experiences make me an ideal candidate for this position. I have a strong background in sales, leadership, and customer service, which will allow me to effectively manage the BMW dealership and ensure that it meets its sales targets.

One of my greatest strengths is being part of the university trinity Saint David's and I gotta say it help me a lot and teach me a lot i learnt a lot that swot analysis analyse make me to do strategic decisions. And find out my weaknesses and strengths I believe that data-driven decision-making is critical to the success of any organization. I will use this skill to assess sales trends, identify areas for improvement, and develop strategies to increase sales and improve customer satisfaction.

Lastly, I believe that my passion for the automotive industry and BMW's mission to create exceptional vehicles and mobility services aligns with my professional goals. I'm excited about the opportunity to contribute to this mission and help drive the company towards a sustainable future.

Thank you again for considering my application for the BMW Manager position. I look forward to the opportunity to speak with you further about how my skills and experience can contribute to the success of the dealership.