



BROAD ARROW GROUP

Position Summary – Car Specialist

This is an opportunity for an experienced and talented Car Specialist to join our growing team in the collector car industry. Founded in 2021, Broad Arrow Group is focused on helping our clients buy, sell, and finance collector cars. Broad Arrow Group is looking for candidates who have both sales experience in the collector car industry as well as those with highly specialized knowledge/expertise in collector cars, ideally across several marques and periods of production. We are looking for qualified candidates to work anywhere in the world, or at one of our offices in Ann Arbor, Michigan (HQ), or New York. ***Only candidates with a minimum of 3 years of experience in automotive sales, collection management, vintage racing or similar with a deep knowledge of collector cars will be considered.***

Responsibilities

- Developing and maintaining relationships with car collectors and clients by providing quality advice and expertise.
- Acting as a trusted advisor to clients on buying and/or selling collector cars.
- Proactively generating and developing new clients through cold calling and attending collector car events.
- Driving revenues through consigning and selling cars via auctions and private sales.
- Inspecting cars in person on behalf of clients.
- Working closely with the company's Research & Editorial team to accurately describe cars consigned for sale at auctions or private sales.
- Regular travel to visit clients who are looking to either sell or buy collector cars.
- Attending automotive events around the country as requested.
- Assisting with consignment processes by liaising with the appropriate support teams including administration, client services, and marketing/PR.
- Overseeing photography and cataloging for individual consignments as needed.
- Representing the company and being a brand ambassador.

Qualifications We Are Looking For

- Excellent professional reputation with strong integrity and ethics.
- 3+ years in automotive sales, collection management, vintage racing or similar with a deep knowledge of collector cars required.
- Strong team player with a focus on collaborating with team members to provide the best advice and outcome for clients.
- Proven track record of sales and client relationship management.
- Strong knowledge of the collector car market, trends, and values.
- Excellent written and verbal communication skills.
- Ability to deliver under time pressure and deadlines.
- High level of integrity and work ethic.

- Positive mindset with strong orientation for teamwork and collaboration.
- Ability to operate manual transmissions and classic cars.
- Valid driver's license with a clean driving record.

What We Provide

- Exciting, entrepreneurial work environment
- Competitive salary and commissions
- Medical, dental, and vision insurance
- Life insurance
- 401(k) plan with employer match
- Paid vacations
- Employee Appreciation Week

About Broad Arrow Group

Broad Arrow Group, Inc. ("Broad Arrow Group") represents the collective vision of its founders, team members, and partners — to be the best advisor, marketplace, and financier for car collectors, with integrity, trust, and innovation. Broad Arrow Group is a holding company, founded in 2021 and headquartered near Detroit, Michigan, to develop and operate a portfolio of businesses and brands that address the needs of various segments of the collector car market and to transform the collector car industry. Learn more at broadarrowgroup.com.