

Product Specialist

CAREER LADDER

Level 1: \$\$/ week

Trainee for 90 days. Takes BDC appointments only

Level 2: \$\$/ week

Eligible after 90 days.

- Fully certified in manufacture training
- CRM training complete
- NADA training complete
- Eligible to enroll in GM Mark of Excellence or Chrysler Academy Rewards
- Minimum of 6 product presentations per week

Level 3: \$\$/ week

Eligible after 180 days

- Minimum of 10 product presentations per week, 90 day rolling average

Level 4: \$\$/ week

Eligible after 240 days

- CSSI for Chevrolet has to be above national average on question 10 and 14
- CSI for Chrysler has to be above local sales advocacy
- Minimum of 14 product presentations per week, 90 day rolling average

Level 5: \$\$/ week

Eligible after 300 days

- Must attend Notary class
- Take NADA class for F&I
- CSI has to be maintained per manufacturer guidelines
- Minimum of 18 product presentations per week, 90 day rolling average

Level 6: \$\$/ week

Eligible after 1 year of employment

- Enrolls in F&I school
- CSI must be maintained per manufactured guidelines

Level 7: \$\$/ week

Eligible after 18 months of employment

- F&I school complete
- Begin manager training in GM Global Connect and NADA
- May interview for different jobs in the store: Sales, F&I, Manager

By signing below, I acknowledge that I have reviewed and understand the Product Specialist Career Ladder.

Employee Signature

Date

Manager Signature

Date