



Job Title: General Manager

Location: Prishtina, Kosovo + Yonkers, New York (Travel Required)

Company: A & H Auto Sales

Company Overview:

A & H Auto Sales is a technology-driven used car dealership focused on sourcing vehicles wholesale across the United States and selling them in the New York metro area.

Our operations are split between Prishtina, Kosovo (back-office operations) and Yonkers, NY (physical operations including vehicle receiving, reconditioning, and delivery). We leverage modern tools such as Airtable and AI platforms to build a lean, data-driven operation.

Position Summary:

We are seeking a General Manager to lead and scale the dealership's end-to-end operations. This role will oversee teams across both the US and Kosovo, ensuring smooth coordination between physical operations and remote support functions.

You will initially work closely with the founders and gradually take ownership of day-to-day operations, with increasing autonomy as the business grows.

This role includes regular travel to New York, particularly during the first few months, to gain hands-on experience with the operational side of the business and build key vendor and customer relationships.

Key Responsibilities:

Operations Management

- Oversee the full vehicle lifecycle: sourcing, purchasing, transport, reconditioning, listing, sales, and delivery
- Manage the New York operations team, including the lot manager and future hires
- Manage the Prishtina-based team (sourcing analyst, admin, BDC agent)
- Coordinate with vendors such as body shops, mechanics, and detailers
- Ensure efficient workflow and timely movement of inventory

Sales & Revenue

- Develop pricing strategies based on market data and comparable listings
- Monitor lead response times and conversion performance
- Review and approve deals prior to closing



- Oversee the end-to-end customer experience

Financial Oversight

- Track vehicle-level profitability (purchase, reconditioning, fees, sale price)
- Monitor operational costs and ensure budget adherence
- Report on key performance indicators (units sold, gross profit, inventory turnover, conversion rates)

Team Development

- Support hiring and onboarding as the team grows
- Develop SOPs and training materials
- Foster a culture of accountability, efficiency, and quality

Technology & Systems

- Utilize Airtable as the central operational system
- Leverage AI tools (e.g., ChatGPT, Claude) to improve workflows
- Maintain data accuracy and system consistency

Qualifications & Skills:

- **English communication skills** (both written and verbal) are required (C1 or C2 level)
- 3–5 years of experience in operations, management, or a similar role
- Proven leadership and team management experience
- Strong decision-making ability and problem-solving skills
- Highly organized with strong attention to detail
- Ability to work independently and take ownership of responsibilities
- Willingness to travel to New York regularly
- Eligible for US travel (B-1 visa or equivalent)
- Comfortable learning and using new technologies

Nice to Have:

- Experience in automotive, sales, logistics, or e-commerce
- Experience managing remote or cross-border teams
- Familiarity with US market standards and customer expectations
- Existing US visa or prior travel experience



What We Offer:

- **Professional Growth:** Opportunity to take ownership of operations and grow into a senior leadership role as the business scales
- **Learning Exposure:** Hands-on experience across US-based automotive operations and international team management
- **Work Environment:** Dynamic, fast-paced environment with direct exposure to strategic decision-making
- **Compensation:** \$2,500–\$3,500/month, based on experience
- **Per Diem:** \$150/day during time spent in New York
- **Performance Bonus:** Linked to monthly profitability (structure to be defined)
- **Long-Term Incentives:** Potential for profit-sharing or equity based on performance
- **Contract:** In accordance with Kosovo Labor Law
- **Office Location:** Prishtina
- **Schedule:** Monday–Thursday from **2:30 PM to 11:00 PM**. After the first three months, employees are eligible to work remotely on Fridays from **12:30 PM to 9:00 PM**.

Growth Path

This role offers a clear path to senior leadership (e.g., COO) as the business expands. You will play a key role in building and scaling operations from an early stage.

How to Apply:

To apply, please complete the application by filling out the [Recruitment Application Form](#). If you have any questions, feel free to reach out to us at careers@spaxel.com.

Only shortlisted candidates will be contacted.

Deadline: 20.04.2026