

Position Title: Sales Executive

Location/Type: Miami, FL - Houston, TX - West Sussex, UK – Dubai - Singapore , Full Time

Corporate Overview

AEG Fuels is a well-established, single-source provider of aviation fuel and related services. Our fast-growing firm values the client above all, and successfully operates in the commercial, business jet and military markets. As we rapidly grow, we are looking for passionate, self-starters to join the AEG Fuels team. If you are interested in professional advancement, a collaborative working environment, and generating results on a daily basis, then AEG Fuels may be the place for you.

Job Description

We are currently hiring Sales Executives across our international offices. We understand our sales executives are essential in achieving growth, account penetration and maximizing sales profitability.

Sales Executives will be responsible for Inside/Outside Sales to Commercial, Government and General Aviation Operators, while simultaneously pursuing new clients and business opportunities. Sales Executives will be adept at identifying new business prospects, assessing potential opportunities to determine viability and optimal approaches, negotiating contracts, and closing deals. Therefore, it is essential for those working in sales to manage multiple tasks seamlessly and adapt to a fast-paced working environment.

Duties & Responsibilities:

- Evaluate market conditions, develop account strategies and actions plans to expand current accounts and penetrate new markets
- Set and achieve quarterly and yearly objectives
- Promptly and concisely complete expense reports, call reports, and CRM updates
- Ability to make strategic, analytical decisions while negotiating business deals
- Responsible for customer profiling, service and retention
- Price quotes, review quote activity and initiate follow ups
- Territory management
- Perform other duties as assigned

Required Qualifications:

- High School Diploma or GED
- 2 to 5+ years' experience in sales, in the aviation industry or target based environments
- Ability to travel if needed
- Proficient in Microsoft Applications (Office, Outlook, Excel)
- Demonstrates a customer service mindset
- Excellent oral and written communication skills
- Strong negotiation skills
- Ability to manage large and/or complex corporate accounts
- Smart, proactive, self-starter with a sense of urgency and "can do" attitude

Preferred Qualifications:

- Associates or Bachelor's degree a plus, or commensurate aviation experience
- Aviation Fuel/ Flight Operations knowledge
- CRM Software skills and/or knowledge
- Knowledge of Reservation Systems such as SITA, Sabre, Amadeus, International Tariffs
- Multilingual a plus

Please contact hr@aegfuels.com with attached resume in Word or PDF format. If you wish to enclose a cover letter, please include it in the body of your email.