

**POSITION:** Sales Analyst

**DEPARTMENT:** Analytics - Sales

**LOCATION:**

Miami, FL USA

**Company Description:**

Associated Energy Group, LLC (dba AEG Fuels) is a global aviation fuels and services supply chain management company. The company's core business is the marketing and financing of fuel supply and logistics solutions for the world's largest airlines, militaries, and corporate operators.

AEG Fuels serves its clients through a network of longstanding relationships with subcontracted parties around the world. Customers are afforded the benefits of negotiated fuel and throughput pricing based on AEG Fuels' aggregate volume within a network of over 2,700 airports as well as the company's specialized expertise in delivering products safely and on-time.

AEG Fuels is dedicated to providing comprehensive support and unparalleled 24/7 service around the world. 17 different nationalities are represented on AEG's team and with offices in Miami, Houston, Tahoe, London, Dubai, and Singapore the company combines a global presence with a local touch.

**AEG Core Values:**

- Excellence & Teamwork
- Entrepreneurship & Innovation
- Respect & Trust
- Always Do What's Right

**Position Description:**

The Sales Analyst position will be responsible for creating and working with management to build the AEG Analytics Team. The department will identify and report trends in transaction data relevant to AEG's domestic and international sales teams.

The position will be responsible for preparing sales reports and working to optimize the sales department's performance in sales volume, revenue, and customer turnover. Individuals working in this position will ultimately evaluate market trends and recommend changes in sales focus in order to meet annual goals. Individuals will also be responsible for maintaining AEG's data integrity across various accounting and front-end platforms.

Finally, the position will work with AEG's marketing team to optimize customer outreach programs and measure return on investment for various campaigns and initiatives throughout the year.

### **Required Skills and Experience:**

- Bachelor's degree in Business, Management, Marketing, Engineering, or related field.
- Ability to read, write, speak and understand English.
- Advanced to expert Microsoft Excel experience which includes building spreadsheets, pivot tables and working with formulas.
- Ability to professionally interact with others at all levels across the organization.
- Strong communication skills and ability to engage a variety of people and understand their needs (finance, sales, supply chain, marketing, operations)
- Ability to review, analyze, and evaluate business systems and user needs.
- Identify potential problems, present alternatives and propose solutions.
- Able to work under pressure, respect deadlines.
- Ability to prioritize and multi-task in a fast paced, changing environment and be detail oriented.

### **Recommended Experience:**

- Comfort translating data sets to non-technical colleagues.
- An understanding of typical business metrics and financial reporting.
- Working and designing business solutions with Salesforce.
- Past experience or coursework in data analysis.

Please contact [hr@aegfuels.com](mailto: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.