

**POSITION:** Regional FBO Supply Manager

**DEPARTMENT:** Business Aviation

**LOCATION:** Miami, FL USA  
Houston, TX USA

**Company Description:**

Associated Energy Group, LLC (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 Fuel's 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 Regional FBO Supply Manager will be responsible for supporting and growing the FBO relationships in their assigned territory. The primary role of the FBO Supply Manager will be to facilitate the overall strategy of the company through key strategies and tactics. The FBO Supply Manager will cultivate and develop relationships with the GM's, Regional Directors to ensure pricing, invoicing disputes and service delivery are managed thoroughly. The FBO Supply Manager will selectively onboard FBO's to a preferred status with AEG Fuels. This includes but not limited to understanding of current supplier agreements and FBO supplier contracts, and expiration dates across North American. This role will interface with a variety of internal and external contacts and will be responsible for communication and collaboration with many groups including the global sales team members, pricing, dispatch, and leadership within the organization. This role will support RFP responses and ad-hoc transactions as required. The FBO Supply Manager will participate in the decision-making processes to ensure that the company's growth strategies are optimally designed and accurately reported. The position will be key in the development and implementation of strategy and tactics that grow the business, improve margins, and create delighted and loyal FBO partners and programs base.

### Required Skills and Experience:

- **FBO landscape and pricing strategies.** Using AEG data and business unit feedback to develop and grow the preferred participating network and support the AEG model with all other FBOs to ensure the highest level of support and best pricing for AEG clients.
- **FBO management.** Continually engage and optimize the FBO relationships across the North American and other geographical locations as required or deemed important to the business. Develop relationships with FBO stakeholders and decision makers.
- **Critical thinking and analysis of market data.** Working with leadership to develop and create the strategic plan and processes to onboard and grow FBO volumes and market share.
- **FBO sales process.** Working with leadership, continue to excel at delivering and presenting the value of AEG across the FBO landscape. Become an expert at the AEG vision, solutions, and presentation skills across all media platforms and in person meetings with FBO's and prospects.
- **Pricing.** Ensuring timeliness and accurate pricing updates for territory FBO's and implement strategies to ensure pricing and invoicing disputes are handled quickly and efficiently.

### Recommended Experience:

- 2-3 years of experience of focus on the U.S. marketplace and particularly within the jet fuel / aviation space
- The ideal candidate will possess strong understanding of the FBO business and disciplines needed in the jet fuel space
- 1-2 years of customer service experience supporting internal teams and FBO relationships
- Understanding of AEG footprint of inventory and be able to structure deals using our footprint to reduce our cost of doing business. Both ad-hoc and long-term agreements.
- Demonstrable record of success and achievement in the areas of FBO supply,
- Strong communication, presentation, and networking skills
- Initiative, self-motivation, attention to detail and ability to work well within a team environment
- Ability to work in a very fast-paced environment and manage high levels of stress in a 24/7 industry
- Bachelor's degree required

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.