

**Position Title: Sales Executive**  
**Location/Type: India, Full Time**  
**Region: Indian Sub-Continent**

### **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 a Sales Executive to be based in India preferably at Delhi, to develop AEG's customer base and enhance the existing relationship in Indian Sub-Continent but not limited to India, Sri Lanka and Nepal. We understand our sales executive is essential in achieving growth, account penetration and maximizing sales profitability.

A Sales Executive will be responsible for Inside/Outside Sales to Commercial, Government and General Aviation Operators, while simultaneously pursuing new clients and business opportunities. Sales Executive 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:**

- Bachelor's degree
- 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 in English, Hindi and any other local languages will be an added advantage
- 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
- Multilingual a plus

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.