

**POSITION:** Director of Commercial Sales - Europe

**DEPARTMENT:** Sales

**LOCATION:** West Sussex, UK

**Company Description:**

Associated Energy Group, LLC (dba AEG FUELS) is a contract fuel provider and international trip support services company based in the United States with representation around the globe. AEG's 275 member team is composed of a diverse employee base hailing from 39 different nationalities. With eight offices working around the globe, AEG is able to liaise locally in markets with customers and suppliers to deliver the highest degree of service.

AEG FUELS has established single-supplier convenience through a network of strategic relationships with national and multinational oil companies, local fuel providers, and airport handling agents. Our network consists of over 2,000 agents and suppliers in 212 countries at over 3,000 airports worldwide. AEG's broad range of customers includes passenger and cargo airlines, foreign militaries and heads of states, corporate flight departments, aircraft manufacturers, charter operators, fixed based operators (FBO's), and fuel resellers.

Beyond fuel and credit services, AEG offers full tax assistance in the United States, Canada, UK, European Union, and in other countries around the world. AEG offers a suite of ancillary services such as fuel management and trip support, including flight planning, overflight permits, local supervision, and third-party service coordination.

**AEG Core Values:**

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

**Position Description:**

We are looking for a self-motivated professional with an outstanding track record in managing sales teams. The role will be responsible for assisting the European Commercial Aviation Team to meet their annual sales goals, build long term customer relationships, and understand customer trends.

### **Duties & Responsibilities:**

- Develop and execute the company's sales objective for commercial Sales.
- Create and communicate sales goals and ensure AEG leadership are informed on progress.
- Travel with the sales team to build and maintain long-term relationships with key customers.
- Evaluate market conditions, develop account strategies and action plans to expand current accounts and penetrate new customers.
- Effectively communicate value propositions.
- Promptly and concisely complete and manage expense reports, call reports, and CRM updates through Salesforce.
- Attend industry events and trade shows.
- Foster a competitive yet collaborative team environment.
- Follow and maintain AEG's compliance policies.

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

- Degree level or higher (or equivalent qualification)
- 5+ years experience as a sales leader, in the aviation industry or in target-based environments
- Ability to travel as required, typically 40% of time.
- 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 relationships
- Smart, proactive, self-starter with a sense of urgency and "can do" attitude

### **Recommended Experience:**

- Aviation Fuel
- Flight Operations knowledge
- Knowledge of Salesforce
- Multilingual a plus