

POSITION: Sales Executive

DEPARTMENT: Sales

LOCATION: California-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. 30 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:

We are currently recruiting Sales Executives for the West Coast (United States). 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 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, 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.

Key Duties and Responsibilities

- Developing long term relationships within the aviation market
- Evaluate market conditions, develop account strategies and actions plans to expand current accounts and penetrate new markets
- Agree and achieve quarterly and yearly objectives
- Ability to make strategic, analytical decisions while negotiating business deals
- Promptly and concisely complete expense reports, call reports, and CRM updates through Salesforce
- Responsible for customer profiling, service and retention
- Price quotes, review quote activity and initiate follow ups
- Territory management
- Monitor credit and assist credit team
- Attend industry events and trade shows
- Perform other duties as assigned

Required Skills and Experience:

**** AVIATION EXPERIENCE REQUIRED ****

- High School Diploma / GCSE level or higher (or equivalent qualification)
- 5+ years' experience in sales, in the aviation industry or target-based environments
- Ability to travel as required
- 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

Recommended Experience:

- Associates / Bachelor's degree or equivalent a plus
- Aviation Fuel / Flight Operations knowledge
- Knowledge of Salesforce
- Multilingual a plus

Please contact lsalgueiro@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.