

POSITION:	Director of Sales and Business Development – AU & NZ	DEPARTMENT:	Asia Pacific Sales and Supply
LOCATION:	Australia, New Zealand (Remote) or Singapore (In-Office)		

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 3,000 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. Over 40 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

Responsibilities

- Design and execute a business development strategy for the Australian and New Zealand markets in the commercial airline, business jet, and government segments.
- Communicate the benefits of AEG's global fuel and international trip planning offering to Australian and New Zealand-based customers in order to drive new business opportunities.
- Onboard new customers and optimize existing customer relationships in the region to promote sales growth and expand wallet share.
- Deliver business cases to leadership that focus on creating new sales and growing existing sales in the Australian and New Zealand market.
- Enhance the AEG customer experience by managing customized solutions and providing regular communication with customers.
- Lead responses to customer Requests For Proposals (RFPs) and Tenders.
- Conduct reports and provide recommendations to management for negotiating supply contracts with fuel and service providers.
- Evaluate market trends and suggest changes in sales focus in order to meet annual goals.

- Identify internal and external data sources to help answer questions related to business issues and optimize key processes in the AEG sales cycle.
- Manage CRM updates through Salesforce and produce regular reports for AEG Senior Leadership.
- Participate in an annual budget process for Asia Pacific.
- Attend industry events and trade shows. Travel to visit customers in-person across Australia and New Zealand.
- Serve as a role model and ambassador for AEG's Core Values in every aspect of the position.
- Be a Leader. Motivate colleagues to accomplish company goals and exude AEG's core values.

Requirements:

- Aviation Experience Required.
- University degree in Business Management, Economics, Business Administration, Procurement, Supply Chain Management or similar discipline is highly desired.
- Ability to read, write, speak and understand English.
- Willingness to travel within Australia, New Zealand, and Singapore.
- Ability to professionally interact with others at all levels across the organization.
- Strong external communication skills and ability to engage a variety of people and understand their needs (finance, sales, supply chain, marketing, operations)
- Identify potential problems, present alternatives and propose solutions.
- Able to work under pressure and meet deadlines.
- Ability to prioritize and multi-task in a fast paced, changing environment at a growth organization

Desired Attributes:

- Experience in Fuel Distribution and/or Aircraft Operations
- Skillful in designing and articulating results- driven "plans of action" that are aligned with the Company's strategic goals. Able to manage teams and present information in a "Senior-management-ready" style.
- Self-starter who finds success in a high-energy environment and focuses on results.
- Analytical decision-making skills that foster thoughtful options for action.
- Personal integrity and dedicated to a culture of continuous improvement and exceptional customer experience.