



Job title	<i>Fuel Sales Representative</i>
Reports to	<i>Director, Business Development</i>
Location	<i>New York / Texas</i>

The Job

Mercury Fuels is seeking sales professionals to help grow our domestic and International fuel sales. This position will require successful candidates to sell aviation fuel to the largest and most successful companies/aircraft operators around the globe. This position, will provide qualified candidates with many opportunities to learn all components of the Aviation Fuel business and much more. Internal growth opportunities available.

Help us grow our team!

<http://mercfuel.com/careers>

Duties and responsibilities

- Develop region by proactively engaging with sales opportunities and working them through the corporate sales process.
- Increase volume and margin in region to meet or exceed sales and growth goals.
- Actively manage customer base and maintain positive relationships.
- Input and maintain all prospects, leads, and customer data in company CRM system.
- Reporting and Forecasting -- including but not limited to regional production reports, gap analysis, expense reports, in –region forecasts, and updates on competitive landscape and industry trends.
- Ability to work from home office and be self-motivated to deliver on set goals and objectives.

Requirements

- Dedicate Yourself to Project Completion
- Ensure You're Doing Your Part toward the Direction of the Organization's Mission and Strategy
- Report Staff, Individual, and Project Progress to Supervision and Executive Teams

Minimum Requirements:

- Must be at least 18 years of age.
- College degree or four years of sales experience.
- Must provide proof of the legal right to work in the United States such as: passport, birth. certificate or work permit/visa.
- Ability to clear background check necessary to obtain airport or security badge.
- Must possess a valid driver license and have own car.

Physical Demands/Working Environment:

- Able to travel domestically and internationally as required for business.
- Able to work in a fast-paced, self-directed environment with minimal supervision.
- Able to listen to instruction and be open to a successful mindset.

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Qualifications:

- High school diploma required, 4-year college degree preferred and or four years of relevant work experience.
- Highly competitive and not tolerant of losing.
- High energy level and ability to focus and complete sales process to completion.
- Demonstrate exceptional success in a prior business.
- Full-time position working Monday through Friday.
- Must communicate effectively and professionally, both verbally and in writing.
- Proficiency in computer programs MS Office (Excel, Word, Outlook).

NOTE: This job description is a summary of duties for which you as an employee are expected to perform in your assignment. It is by no means an all-inclusive list, rather a broad guide to expected duties. As an employee you must understand that a job description is neither complete nor permanent and may be modified at any time. At the request of management, any employee may be asked to perform additional duties, responsibilities, or projects without notice.

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