



Sales Representative

Location:

Traralgon, West Gippsland & Latrobe Valley VIC
Sales Representatives/Consultants (Sales)

Full time:

Endeavour Petroleum has evolved by being great at what we do. Established for over 28 years, we began in distribution in the fuel and convenience industry.

As with all companies, success begins with strong and proactive leadership; from our director, and our management team working closely together, to the day to day engagement that takes place with all our staff.

Endeavour Petroleum continues to expand our offering to meet the needs and grasp new opportunities, deliver new services, and discover new horizons.

About the role:

As our Sales Representative, the main objective is to promote the growth of the business through sales of bulk fuel and lubricants. Your expert customer service skills will enable you to build and maintain strong relationships with clients, including finding new opportunities. You will work closely with the Wholesale Distributor Manager to provide products and services that will help your clients thrive.

Key Tasks:

- Actively canvas business in a region per agreed marketing plan
- Identify and target new wholesale and commercial opportunities.
- Identify and recommend promotional activities.
- Maintain a CRM system to drive efficient sales activities.
- Develop and keep informed on competitor activity within the region.
- Customer retention and acquisition
- Proposals and tenders

- Liaising with the Wholesale Distributor Manager and support teams
- Strategic planning for sales and our offer in the region
- Undertake training and upskilling.
- Ability to work both independently and as part of a team.
- Handling and overcoming setbacks and challenges.

Skills & Experience

- A self-motivated, accomplished Sales Professional with a proven track record
- Ideally, experience within the fuel and lubricant sector and or the Agriculture sector
- A self-starter and demonstrate a willingness to travel
- Leadership skills through using your own motivation and initiative to meet sales targets
- Minimum car licence, HR and forklift licence desired
- Previous experience in a sales role covering a territory with a customer base across primary producers, transport, industrial/commercial or similar
- Strong communicator, written, verbal and in person
- Good business and personal network in the region
- Ability to travel overnight
- Ability to think on your feet and come up with solutions
- A good understanding of the region, its customer base and their needs
- A strong contributor to strategic planning and executor of these plans
- Ability to produce reports as required
- Sound knowledge of CRM systems, computer programs and systems
- Have the internal desire to be a great sales person

PLEASE FORWARD YOUR SUBMISSION, INCLUDING A COVER LETTER AND RESUME TO INFO@EEFUELS.COM.AU FOR DUE CONSIDERATION.