



District Manager/ Sales Producer

Avfuel Corporation provides fuel and services to the global aviation industry. Our fast growing company has been in business since 1973 and is headquartered in Ann Arbor, Michigan. Avfuel ranks among the top three suppliers in all of North America and currently services more than 3,000 customers in all 50 states, Canada, Mexico, and Europe.

Avfuel Corporation is seeking District Managers/Sales Producers who will be responsible for interfacing and maintaining existing accounts and generating new business in Avfuel's six categories of business: FBOs, Corporate Flight Departments, Airlines, Freight/Cargo Operators, Military and Helicopters. Avfuel is seeking an individual with strong analytical skills and sales background. An aviation background is helpful.

Duties and Requirements

- Selling new accounts and managing existing accounts in territory comprised of 3-7 states
- Generate and maintain prospective customers
- Identify and develop new fuel business opportunities
- Opening additional channels of trade
- Obtaining order commitments
- Developing sales targets and forecasts
- Meeting and exceeding monthly and annual sales goals
- Coordinate activities, opportunities and cross sell with other sales departments
- Develop knowledge of individual airport markets and influencers
- Develop working knowledge of competitor products and services, customer segments and trends effecting the industry
- Territory travel and some Nationwide travel is required

Skills Required

- Prospecting, sales and closing new business
- Ability to perform cold calls to generate leads
- Perform analysis to qualify opportunities
- Customer service
- Excellent telephone skills
- Strong organization and time management skills
- Ability to multi-task
- Outgoing personality and strong interpersonal skills

Education Required

- College degree required

Location

Opportunities available in the following territories:

- Corporate HQ in Ann Arbor, MI
- Pacific Northwest
- New England

Please submit resume and salary requirements to:

- 1) Avfuel Corporation P. O. Box 1387 Ann Arbor, MI 48106-1387 Attn: Human Resources Department,
- 2) email:llane@avfuel.com, or 3) fax to: 775-213-3742