

ENERGY SALES SPECIALIST

Energy sales specialist are responsible for generating sales of fuel in the assigned territory through a variety of methods including target marketing, competitive analysis, and providing value-added energy products, services, and recommendations.

WHAT RESPONSIBILITIES WILL I HAVE?

- Maintain a prospect list and conduct sales calls on existing and potential fuel prospects
- Organize training for sales staff
- Record sales or delivery information
- Aid in developing price lists, innovative sales programs, sales prospects and customer incentives
- Disseminate sales programs, inventory, and product information to the professional sales force and customers
- Monitor, coordinate and lead sales activities, product needs, and service requirements
- Ensure the credit worthiness of customers, promote the use of credit programs as a sales tool and help provide the required information to establish credit
- Knowledgeable of company programs, billing procedures, and monthly statement prices
- Provide customer service by using all resources available including contracting, fuel and oil testing, specific recommendations and other programs needed
- Develop territory and competitive analysis to maintain current knowledge of the market place and the competition
- Establish a route system in delivery territory, deliver petroleum products according to customer requirements
- Communicate marketing programs and distribute sales promotion materials to customers and prospects
- Collect accounts as needed according to credit policy
- Follow up on customer complaints and seek solutions in a timely manner



WHAT EDUCATION & TRAINING IS REQUIRED?

An associate's or bachelor's degree in agricultural business, marketing, accounting or related field

THE FOLLOWING HIGH SCHOOL COURSES ARE RECOMMENDED...

Agricultural education, earth science, biology, chemistry, mathematics

TYPICAL EMPLOYERS

Energy companies

FUTURE JOB MARKET/OUTLOOK



SUGGESTED PROFESSIONAL ORGANIZATIONS & ASSOCIATIONS

- Retail Energy Supply Association
- North American Board of Certified Energy Practitioners

AVERAGE ANNUAL FULL-TIME SALARY

\$75,000