



Job Title:	SALES REPRESENTATIVE
Location:	SOL EC LTD. – ST. KITTS
Reports to:	GENERAL MANAGER – SOL EC LTD., ST. KITTS
Subordinates:	None
Purpose:	Primary interface between SOL EC LTD. and its lubricant, LPG and commercial segment. Developing these segments by retaining, identifying and attracting new customers.
Principle Accountabilities :	<ul style="list-style-type: none"> • Maximise the growth of the customer base by generating and following up with prospective customers through cold calling and face-to-face selling. • Providing first line technical advice to direct accounts with main focus on industrial, automotive, agricultural, marine and transport lubricant customers. • Develop and implement business plans, sales processes and marketing strategies that ensure attainment of company volume, gross margin, credit and profitability goals. • Monitors competitor activity for assigned segment in order to compile market share results. • Proactively help in managing customer credit, using key metrics (Days Sales Outstanding (DSO), % current). • Visit customers to provide the appropriate level of service to existing and new customers with a focus on retaining/expanding existing business relationships. • Develop, update, maintain and communicate the key account plan. • Be responsible and proactive in HSSE issues that affect the individual, the office environment, customers and distributors. • Ensure that HSSE and other company policies are adhered to at customer sites. • Keep Line Manager posted of new developments, competitors' activities and market trends and to involve them in business negotiations in order to win over the business • Any other duties as assigned by the General Manager.
Qualification Requirements:	<ul style="list-style-type: none"> • University degree (preferably in business management, marketing, economics or BSC in Mechanical Engineering and related fields) with 4 years' relevant work experience and a valid driver's license.
Competency Requirements/ Other:	<ul style="list-style-type: none"> • Knowledge of St. Kitts and wider Caribbean markets and operational methods of people in the area. • Strategic marketing planning and sales execution. • Relevant experience in commercial marketing, with demonstrated sales experience. • Numerate with the ability to understand sales and management information reports. • Able to self-plan, motivate, and deliver results. • Demonstrates enthusiasm and an attitude to work well with others in teams. • Excellent interpersonal relationships with the proven ability to manage people. • Expresses confidence in dealing with customers. • Experience with HSSE management. • Understanding of fuels and lubricant pricing.

Other Information:	In addition to basic salary the successful applicant shall receive any applicable job grade allowances and be eligible to participate in the SOL Group Pension Scheme and its non-contributory Group Health and Life Insurance Scheme.
Application Procedures:	Applications are to be submitted by completing the SOL Job Application Form available on the SOL website at solpetroleum.com and submitted via e-mail to careers@SOLpetroleum.com on or by May 27, 2019 . Applicants must complete all of the requested information to be considered. Certified copies of relevant certificates will be requested for those applications under consideration. Only suitable applications will be acknowledged.