



<https://gascofuel.com/careers/sales-manager-gasco/>

Fuel Sales Manager – GasCo®

Description

GasCo ® is looking for a Fuel Sales Manager to join our team. The Fuel Sales Manager is responsible for the management of fuel sales and relationships with assigned customers. This position must ensure a high level of customer satisfaction, productivity, safety, and efficiency.

Responsibilities

- Develop and maintain a relationship with consistent contact with our key accounts to retain the key account business.
- Develop and leverage an in depth understanding of customer needs throughout the customer lifecycle to identify gaps that put the customer at risk
- Leverage internal and external resources to deliver compelling, integrated retention programs across customer touch points
- Achieve annual attrition targets through relationship management with our key accounts and influence attrition rate for our entire fleet program through calls, meetings and connections.
- Be a resource to internal partners across the company to collaborate with them to understand the customer data available which can be used to inform and drive continuous improvement to customer service
- Proactively identify trends, root causes, and solutions regarding customer activity
- Identify new business practices that could be introduced or suggest modifications to existing practices that could reduce the risk of customer's closing their accounts
- Work cross-functionally to communicate and collaborate on strategies for improving the customer experience based on an understanding of early warning signs that a customer is not headed on a solid path to success.

- Handling inbound and outbound calls in a professional manner.
- Utilize multiple applications/systems in order to assist customers efficiently and in a timely manner.
- Demonstrate effective oral and written communications with customers, issuers, department personnel and management
- Good interpersonal skills and teamwork awareness
- Other duties as assigned

Qualifications

- Previous customer facing phone work
- Coaching experience or ambition preferred
- Experience with Salesforce CRM or similar CRM
- Must be computer literate in Word, Excel, Access and PowerPoint
- Must be able to perform the essential duties and responsibilities as described above.
- Must be able to follow state, federal and company guidelines.
- Must be able to maintain a positive team attitude and professional

Hiring organization

GasCo®

Employment Type

Full-time

Duration of employment

Year Round

Industry

Retail Stores

Job Location

28810 Stafford Hansel Rd, 97838, Hermiston, Oregon, USA

Date posted

November 19, 2024

Valid through

13.12.2024

demeanor at all times.

Education

- College degree or equivalent (preferred)
- 1+ years of relevant experience required, with 5+ years of relevant experience preferred.

Contacts

Additional Information

All your information will be kept confidential according to EEO guidelines.

An Equal Opportunity Employer

Equal access to programs, services and employment is available to all persons. Those applicants requiring reasonable accommodations to the application and/or interview process should notify a representative of the Human Resources Department.