

Territory Sales Representative

Transit Petroleum, and its parent company, Hogg Fuel and Supply Limited, has been an active member of many regional communities in Ontario for over 140 years. With an outstanding name in service, we are planning our next period of significant expansion in the markets we serve. Transit Petroleum provides the community with gasoline, heating oil, diesel fuel, diesel exhaust fluid and related unique specialty services.

As a Territory Sales Representative, you will be responsible for:

- Prospecting and generating sales growth via new accounts for all our fuel products
- Building strong relationships with our existing customer base within your sales territory and providing superior customer service
- Working with management to develop and implement sales strategies to drive sales, maximize profits, and achieve agreed upon targets for your territory
- Reporting on all activity in your territory in a responsible and thorough manner
- The incumbent's success will come from a strong sense of motivation to succeed in a competitive market

Qualifications of the ideal candidate include:

- A minimum of 2 years selling and working with commercial customers in a business-to-business sales relationship
- Direct relevant experience in the same or similar target market would be considered an asset
- Post-secondary degree or diploma in a related discipline
- Highly organized with very strong communication and interpersonal skills
- Ability to represent our company professionally at all times
- Persistence demonstrated through a highly energetic and motivated attitude
- Strong negotiation and closing skills are essential

To apply for this role, please send a resume and cover letter to careers@transitpetroleum.com citing "Territory Sales Representative - Fuel" in the Subject Line. Electronic documents in PDF or MS Word only please.