



BLUE FOSSIL ENERGY

REG: 2020/130603/07

LICENCE NO.: W/2021/0232

UNIQUE ENTITY ID: UNDZSDRAAYA8

CAGE/NCAGE: SMQQ6

UNIT 2, FAIRMOUNT VIEW, 5 PUNTERS WAY,

KENILWORTH, CAPE TOWN, 7708

SOUTH AFRICA

+27 61 541 5242 / +27 66 238 0647

Email: info@bluefossilenergy.com

www.bluefossilenergy.com

22 September 2023

JOB ADVERTISEMENT

SALES REPRESENTATIVE - BULK

Company Name:	Blue Fossil Energy (Pty) Ltd.
Job Title:	Sales Representative
Experience:	1 - 3 years minimum bulk fuel or lubricants sales experience
Remuneration:	Commission-Based
Term:	6 Months Contract
Location:	Remote - Requires traveling to clients/potential clients

About Us: At Blue Fossil Energy, we specialize in providing reliable and efficient bulk fuel and lubricant solutions for B2B clients across South Africa. Our commitment to excellence and customer satisfaction sets us apart as a trusted partner in the industry. We are currently seeking a driven and dynamic Sales Representative to join our team and help us further expand our reach and strengthen our position as a leading bulk fuel wholesale company.

Continuous Training and Development: We are committed to supporting your professional growth. You will have access to ongoing training and development programs to enhance your skills and knowledge.

Flexible Work Arrangements: We understand the importance of work-life balance. Where possible, we offer flexible work arrangements to accommodate your personal needs.

Key Responsibilities:

1. Develop new business opportunities to drive growth.
2. Increase market share and maintain a strong competitive edge.
3. Ensure excellent customer satisfaction from pre-sales support to order fulfillment and after-sales service.
4. Adhere to and prioritize Safety and Compliance in all sales activities.
5. Collaborate actively with the Head Office to get support and feedback on front-line information.
6. Regular business travel to visit existing and potential within the appointed region.
7. Conduct weekly face-to-face progress meetings to review sales performance.

BLUE FOSSIL ENERGY (PTY) LTD.

DIRECTORS: Z. Basadien, M.S. Ely



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Requirements:

- Minimum Requirement: NQF 5 Qualification (preferably in Marketing / Sales).
- Proven experience in the Wholesale/Bulk Fuel Industry - 1-3 years
- Self-starter with a proactive and initiative-taking approach.
- Possess your own reliable vehicle for business travel.
- Must have own mobile device and laptop for remote work.
- Strong negotiation and communication skills, with the ability to influence different customer levels from procurement teams to C-suite executives.

Values:

- Honesty & Integrity: Uphold the highest ethical standards in all business dealings.
- Positive & Self-Driven: Demonstrate a "can-do" attitude and take initiative to achieve goals.
- Team Player: Work diligently and collaboratively with the team to achieve shared objectives.
- Brand Ambassador: Represent the company and its values with pride and professionalism.

Remuneration Package:

Remuneration for this position will be commission-based, offering the opportunity to earn based on your sales performance and success in meeting targets.

How to Apply:

If you have a passion for sales, a track record in the bulk fuel industry, and align with our values, we would love to hear from you!

Please submit your CV and a brief cover letter to careers@bluefossilenergy.com

Kindly state "**Sales Representative Application - [Your Name]**" in the subject line.

Join us at Blue Fossil Energy and fuel your future with a dynamic and innovative team!

Note: Only shortlisted candidates will be contacted for interviews.