

MobilTM Lubricants

Business Development Manager Auckland Region

Join the industry leaders; excellent team & culture!

- Progress your career in the Lubricant market***
- Strong focus on Industrial, Commercial and Passenger markets***
- Growth & CRM focus***

Allied Petroleum is a subsidiary of the HWR Group of companies and is the sole importer and distributor of Mobil branded products. This specialised lubricant business has a focus on technical excellence in the passenger vehicle, commercial and industrial markets.

They are established in New Zealand and have achieved significant traction and are growing through similar operations in Australia. They have done this through having an excellent relationship history with their customers through providing a strong service focused technical and supply capability.

Allied Petroleum seek a highly successful customer and results focussed business development manager to support and grow their diverse lubricants customer base in the Auckland region. Also working with the wider team; engineering, marketing and South Island colleagues you will work towards achieving business goals.

We expect you to demonstrate the importance of demand forecasting and have recent experience in the lubricants or aligned markets with obvious technical knowledge, understanding of market structures and associated network of relevant contacts including owners of fleet and equipment; car dealerships, transport, energy, construction and other related industries.

Expertise in solution selling of benefits to customers, and propensity to “roll up your sleeves” and be in the field to understand and deliver a great service to customers is important. While working collaboratively with the Allied Petroleum team, you will also be a self-starter, motivated to operate in an autonomous capacity throughout your territory.

You will thrive in this fast paced, progressive and enterprising culture where you will be given broad account management authority to be proactive in managing customer relationships and new business acquisition.

Ideally, you will be based in the Auckland region.