

Take Charge of Your Territory!

Fuel Success in the South Island with Allied Petroleum!

Ever dream of a career where you control your success? At Allied Petroleum (APL), a leading Kiwi-owned fuel and lubricant supplier, we have an exciting opportunity for you to join our team as our Southland and Central Otago Area Sales Manager. Could it be you?

This role allows you too:

- **Manage your geographical area:** Invercargill, Western and Northern Southland, Fiordland and Central Otago regular overnight travel with a strong focus on driving results and building relationships.
- **Competitive Compensation:** Enjoy a competitive salary, full-use company vehicle with a fuel card, flexible work options (including work-from-home based office) a comprehensive benefits package (including health insurance, training, and career development).
- **Fuel Kiwi Businesses:** Work with a highly motivated tight-knit South Island team providing exceptional service and solutions to local businesses, making a real impact on our communities.

Your Role:

- A hybrid sales role where you will be able to balance new business development with managing existing client relationships.
- You'll need to be an avid hunter, with the ability to follow through with potential leads.
- Develop strategic plans to achieve exceptional results, offering solutions that meet customer needs rather than just focusing on price.
- Utilize your planning and organizational skills to schedule your weeks effectively; you'll drive your own success.

What You'll Bring:

- **Attitude:** A positive, highly motivating team player with a solution-oriented mindset.
- **Experience:** 3+ years of B2B sales experience with a proven track record of success.
- **Strong:** Business development experience.
- **Drive:** A diligent work ethic and a passion for exceeding expectations and advancing your career.
- **Networking:** Established connections in the Southland/Central Region would be an advantage.

Ready to Make a Real Impact?

Apply now to join APL and be part of a team that fuels success for both businesses and its people.

Please Note: Candidates must have full and current rights to work in New Zealand.