

Job Posting

Position: Inside Sales Representative

Department: Commercial Fuels

Company: Robinson Oil Corporation

Compensation: Commission & Salary

Reporting To: Commercial Fuels Sales Manager

Location: 4250 Williams Road, San Jose, CA 95129

General Job Description

This position is responsible for qualifying sales leads and selling new commercial accounts on the Pacific Pride Commercial Fueling Network and the Rotten Robbie Commercial Card. The majority of the sales calls will be made by telephone with some outside sales work after an initial training period.

Key Tasks

- Using appropriate lead sources, call prospective customers and identify their potential for utilization of the Pacific Pride or Rotten Robbie Commercial Card. Gather information needed to evaluate the customer's potential and to make a planned sales call.
- Make telephone calls to promote the benefits of the Pacific Pride and Rotten Robbie cards, obtain a completed credit application, and initiate purchases from prospective new customers.
- Mail appropriate sales literature and follow up with prospective new customers.
- Ensure customer satisfaction during the first few months after an approved application and work to maximize their fuel purchases during this period.

Minimum Qualifications

- Good verbal and written communication skills. Able to communicate well both on the telephone and in person.
- Good organizational skills providing the basis for completing minimum daily tasks and recording the results.
- Good follow up habits enabling repetitive contact with key prospects.
- Able to learn quickly, take and follow advice during training process.
- Basic familiarity with the use of a personal computer.

If you feel you are qualified for this position and have an interest, please contact Mike Feisthamel at (408) 257-2222 x4304 for more information.