

Sales Manager - Oil and Fuel Distribution

Location: San Jose

Company: Western States Oil

Job Type: Full Time

Salary: Start \$120,000, plus commission

Experience: Minimum 5 years in sales, preferably in the automotive or oil and fuel industry

Job Description:

We are seeking a seasoned Sales Manager in the San Jose, SF/Bay Area with a strong background in the automotive, construction or oil and fuel industry to join our team. The ideal candidate will have a proven track record of driving sales and a deep understanding of the sales management process.

Responsibilities:

- Recruit and develop new sales reps to build your team.
- Develop and implement effective sales strategies to drive sales growth in the assigned area or market segment
- Manage regular sales meetings to advance the sales spirit and competition among your team and review sales growth.
- Establish sales goals and targets
- Negotiate and close agreements with large customers
- Monitor and analyze performance metrics and suggest improvements
- Prepare monthly, quarterly, and annual sales forecasts
- Stay up-to-date with new product launches and ensure sales team members are on board

Requirements:

- Proven work experience as a Sales Manager
- Proven ability to drive the sales process from plan to close
- Strong business sense and industry expertise
- Excellent mentoring, coaching, and people management skills

Benefits you'll appreciate while working at Western States Oil Company:

- 401(k) matching
- Company paid profit sharing

- Dental insurance
- Health insurance- Excellent medical plan for you and your family (Kaiser) Plus a company paid debit card to cover co-pays
- Life insurance
- Paid time off
- Vision insurance
- 7 paid holidays

Send resumes to: ABERRY@LUBEOIL.COM