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Propane Sales & Delivery Specialist

Job Title: Propane Sales & Delivery Specialist
Location: Covering Fayette County
Reports to: Certified Propane Specialist-Ron Kaufman

If you are qualified for this position and have an interest, please contact Ron Kaufman at 217-663-6698 or rkaufman@southcentralfs.com.

PURPOSE AND SUMMARY STATEMENT

Assumes responsibility for targeted sales calls and delivery. Responsible for sales and marketing of all LP products and accounts receivable within assigned territory.

JOB DUTIES

- Must possess or obtain CTEP certification.
- Establishes a route system in delivery territory, delivers LP products according to customer requirements.
- Records sales or deliveries information on daily sales.
- Maintains a preferred prospect list and calls on prospective customers to solicit new business.
- Call on new and established customers within route.
- Prepares order forms and sales contracts.
- Communicates marketing programs and distributes sales promotion materials to customers and prospects.
- Adheres to and supports the company credit policy, checking credit history of patron before making a sale, and explaining policy to new customers.
- Collects accounts as needed according to credit policy.
- Follows up on all customer complaints and seeks solutions in a timely manner.
- Promotes the use of FS credit / Agri-Finance as a sales tool.
- Submits required reports promptly as requested by supervisor and communicates activities in trade territory on a regular basis.
- Maintains company vehicle, performs basic maintenance as needed.
- Adheres to the company Uniform Policy, and maintains the appropriate professional image.
- Successfully adhere to safety rules and company policies and procedures. EHS, OSHA and DOT policies and procedures must be adhered to at all times.
- Ability to lift, push and pull up to 100 pounds and work in extreme weather conditions.
- Willing to work with service department as needed.
- Willing to work extended hours and weekends as necessary.
- All other duties as assigned.

REQUIREMENTS

Normally requires a high school diploma or equivalent and 1-2 years or more of sales experience to demonstrate strong reasoning ability to solve practical problems and handle customer inquiries and concerns. Must be able to obtain and maintain a Commercial Driver's License (CDL) B with Tanker, Airbrakes and Hazmat endorsements. Must maintain or have the ability to acquire and maintain CPS (Certified Propane Specialist) certification. Candidate should have demonstrated essential abilities including business knowledge, collaboration, communication, customer focus, decision-making and skill development.