



GULF OIL SUPPLY COMPANY LIMITED

Job Description

Position:	Commercial Sales Assistant
Reports to:	VP Europe/ Commercial Manager (Malta)
Location of Work:	Malta/ London
Start date:	ASAP
Salary Bracket:	TBC
Other Benefits:	All company benefits as per GOSCO policy including Performance linked incentives, HRA/Accommodation and Health Insurance etc.

Purpose

This is a new position in our Group office in Valletta, Malta or London, UK. The position will offer an opportunity to play a key role in the support for our VP Europe and the commercial team. This is a hands-on role, which will be responsible for assisting the commercial managers for GOSCO for strong customer relationship.

Key Responsibilities

- Close monitoring of Material margin per customers
- Will be first point of contact for existing customers in various Europe regions.
- Should be good in handling clients queries, and escalate critical issues to the line manager
- Should be good consultant, consulting related to clients business growth
- Capable for building strong business relationship with clients
- Have an up to date knowledge of all products
- Serving as the main point of contact for all your clients.
- Very focused on the needs and wants of their prospects and customers.
- Trusted business advisors working to bring strategic value to each transaction.
- Creating a strong customer intimacy by increasing the share of wallet with multi braded customers.
- Developing high marketing standards within the customer portfolio.
- Providing excellent and professional assistance to the sales team around Europe

Key Skills and Attributes

- Travel - 50% EU Travel
- Customer-centric method of selling
- Farmer paradigm
- A positive 'can do' approach whilst demonstrating the proven ability to learn
- Strong communication and interpersonal skills
- Ability to multi-task efficiently and effectively
- Ability to work independently and problem solve
- Multicultural
- Hands-on, Drive and ambition, Trustworthy

Desirable Skills

- Experience in sales to the lubricant industry
- Understanding of overall value chain for lubricant market
- Knowledge of two European languages