

Davis Flight Support JOB DESCRIPTION

Davis Flight Support
Davis, California
Job ID: aviation fuel sales
Position Type: Full Time

AVIATION FUEL SALES

Job Summary:

Reporting to the VP of operations your objective and expected results are to increase the aviation gallons sold and fuel sales at the FBO Davis Flight Support located at Yolo County Airport KDWA by increasing identified aircraft traffic to the location. The successful candidate will be creative, be an analytical thinker exhibiting strong leadership, interpersonal, communication, presentation and persuasion skills. You must have the skills to analyze a client's fuel spend activities and present to them clear calculations demonstrating and assisting them to reduce their fuel cost and fees by using our FBO. You will negotiate acceptable credit and payment terms and monitor timely payment.

Position Essentials / Attributes:

- Must possess a valid California driver's license and clean driving record.
- Must be able to work a flexible schedule and holidays if requested.
- Excellent prospecting, sales call management and closing skills.
- Knowledge of the aviation industry with a focus on fuel and aircraft types.
- Must be able to work in a stressful, fast paced environment.
- Must possess effective sales, presentation and communication skills.
- Solid planning and organization skills.
- Detail oriented with exceptional follow through.
- Ability to build solid client relationships and maintain them.
- Able to influence others.
- Organize and monitor leads and sales statistics.
- Must possess excellent negotiation skills.
- Anticipate / observe and respond to competitor activities.
- Resourceful at problem solving and solutions that assist clients.
- Continually identify new sources of fuel sales.
- Ability to travel 50% plus.
- Must be self starter and work with minimal supervision within company guidelines

Hours:

This is an exempt position.

Education / Training / Experience Required:

- BS degree or equivalent work experience.
- 3 plus years background in aviation.
- Mid-Level proficiency with Microsoft software products.
- Pilot license a plus.

Working Conditions:

- Sit for extended periods during transportation or at a computer work station.
- Climb stairs and enter or be around aircraft.
- Must be able to successfully pass drug and background test.
- Lift / Carry up to 45 pounds for presentations, supplies, trade shows.
- Standing / walking frequently while performing duties at customer location, work location, commercial airports, airport tarmacs and trade shows.

Compensation:

Base pay, full benefits plus commission schedule for fuel sold.