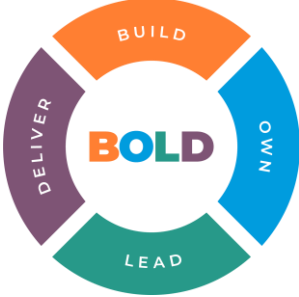



Job Description

Job Title:	LPG Sales Executive
Employer:	SOL Guyana Inc.
Location:	Lot BB Rome (Agricola) Greater Georgetown
Available to:	Yes Current Sol staff Yes External Applicants
Reports to:	LPG Manager
Subordinates:	None
Purpose:	Overall responsibility purchasing of equipment and supplies in accordance with the AM and purchasing procedures.
Principal Accountabilities:	<ul style="list-style-type: none"> • Delivers sales targets (margins, volumes, credit, income, accounts receivables, growth targets) for assigned segment through structured approach to customer targeting and account management. • Prepares sales proposals with terms for new customers. • Perform key accounts management. • Implements the logistics surrounding marketing and promotional programmes. • Monitors and drives LPG sales in the commercial sector, 45kg sector, 9kg resellers and at LPG Points of sale. • Assist with developing, implementing, and managing in-house training programmes. • Completes routine audits at customers' facilities. • Participate in Hazard IDs, Observations and inspections as scheduled.
BOLD Behaviours and Values	<p>Be an ambassador and supporter of our BOLD leadership behavior and values. When we are BOLD, we create a work environment where we can thrive and excel through continuous improvement whether we are an individual contributor, manager, director, or the senior leadership team.</p> <div style="display: flex; justify-content: center; gap: 20px;">   </div>
Qualification Requirements:	<ul style="list-style-type: none"> • University Degree in Marketing/Business Management/Engineering with two (2) years' relevant experience. • A valid driver's licence.
Other Competency Requirements:	<ul style="list-style-type: none"> • Knowledgeable of the Guyana market and consumers' behaviour. • Commercial HSSE management. • Understanding fuels pricing • Excellent analytical and communication skills. • Marketing, planning and sales execution • Team-player.

**Application
Procedures:**

Applications are to be submitted by completing the Sol Job Application Form available on the Sol website at solpetroleum.com and submitted via e-mail to careers@solpetroleum.com on or by **April 24th, 2024**. Applicants must complete all the requested information to be considered. Certified copies of relevant certificates will be requested for those applications under consideration. Only suitable applications will be acknowledged.

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