



JOB TITLE: SALESPERSON

Division / Department: SALES

Location: Houston, Texas

Job Title: Salesperson

Job Summary

As a Salesperson this individual will possess Inside/Outside Sales experience and maximize sales through prospecting new clients, providing superior customer service and providing Colt's services to corporations. This person will have a proven track record in establishing business relationships and retention of customers. .

Knowledge, Skills and Attributes

- 2+ years experience in sales, marketing and/or customer service.
- Prior experience in Aviation fuel sales or flight operations a plus.
- Strong Marketing/Sales experience.
- Strong customer service and relationship building skills.
- Excellent understanding of effective negotiation skills - focused on "closing the sale" - and is able to positively influence decision makers.
- Appraising and evaluating market conditions within the Aviation arena on an on-going basis and initiating appropriate actions to maintain business momentum and react to competition.
- Self motivated and has the ability to take on challenges and be responsive to change.
- Ability to partner with other departments and interact effectively with employees at all levels of the organization.
- Attention to detail and follow-through is essential.
- Ability to work under pressure and deadlines.
- Able to maintain a professional demeanor in stressful situations and negotiations.
- Ability to travel as needed is required for this position.
- Proficient in Microsoft Excel, Word, PowerPoint and Outlook.

Education:

- High School Diploma or GED required
- Associates or Bachelor's degree preferred, but not required

In exchange for your services, we offer a competitive salary, plus commission structure, depending on the market and experience level.

QUESTIONS? CALL 1.800.626.0577

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