



Role Profile: Commercial Manager (GB Fuels)

The Commercial Manager will be tasked with the development and growth of the fuels side of the business. The role will encompass day to day sales management, strategic sales planning, marketing and cost management. The main responsibilities of the role include:

- Management and recruitment of Sales & Administrative Office Staff
- Profit maximisation
- Sales Volume & Margin control
- Credit Control
- Market place and industry pricing and developments monitoring
- Developing and implementing Sales & Marketing strategy for growth
- Pro-active maintenance of the company database
- Cost reduction
- Working closely with the Distribution function, to improve efficiency and maximise opportunities

The ideal candidate must possess experience of:

- Office based Sales Management, including hands-on sales, within a high volume/low margin business. You must possess experience of maximising profitability in such an environment.
- Sales development and growth strategy
- Marketing and promotion strategy
- Cost reduction management

Ideally the Commercial Manager will already possess a comprehensive understanding of the UK Fuels industry (including both commercial and domestic usage) however; candidates from similar sectors ie fast-moving, high volume/low margin environments will also be considered.

The Commercial Manager will possess the following characteristics:

- Strong mind, positive and confident
- Creative, with initiative: prepared to create new strategies and practices in order to grow the business
- Excellent communication skills
- A high level of attention to detail