



# CLIPPER OIL

MARINE FUELS

## POSITION DESCRIPTION

**TITLE:** International Account Manager

**LOCATION:** San Diego, CA

### **Company Background:**

Clipper Oil is a worldwide wholesaler of marine fuels and lubricant oils specializing in supplying petroleum products to vessels throughout the Pacific Ocean. Operating internationally from our headquarters in San Diego, Clipper Oil also maintains offices in Singapore and American Samoa and warehouses in the Marshall Islands and Federated States of Micronesia. Our clients include cargo ships, commercial fishing fleets, container ships, cruise vessels, military/government vessels, ocean-going yachts, research vessels, tugboats, power plants and service stations. Established in 1985, Clipper Oil has been a recognized supplier of quality petroleum products and services to the maritime community for 35+ years.

### **Job Description:**

We're currently seeking a full-time, reliable, highly detailed-oriented, confident and career-driven individual to fill our International Account Manager position. This is a great position in a casual but hard-working office environment. We maintain a small, team-oriented, dynamic and fast-paced office with shifting priorities. The team is dedicated to industry-leading customer service and the rewarding mission of our organization.

### **Primary responsibilities include (but are not limited to):**

- The principal role of a Bunker Trader is to facilitate transactions between the fuel/bunker supplier and the client.
- Responsible for the purchase and sale of marine fuel/bunkers to shipowners, operators, charterers and traders.
- Maintain strong relationships with suppliers to service client requirements worldwide.
- Build long lasting relationships with clients, suppliers, business associates and other stakeholders.
- New business development and client prospecting.

### **Day-to-Day Duties:**

- You will be required to negotiate purchase and sales prices with our worldwide supplier and customer network.
- Efficiently deal with incoming inquiries and ensure timely quotations and delivery/movement of petroleum products.
- Manage customer accounts with direct responsibility for negotiating and executing sales transactions from start-to-finish: quoting, negotiating, confirming, delivery, and post-delivery service and support.
- Work with our Operations Team and Credit Team to ensure all aspects of a trade is profitable, efficient and compliant.
- Make sales calls, cold calls, setup meetings and prospect potential new clients. Developing new business is a key part of this job.

### **Requirements/Professional Skills to include:**

- BS/BA degree in Business, Economics, Finance, Accounting, Entrepreneurship, Marketing or related field.
- Minimum of 2+ years of sales or trading experience in a similar office environment. Proven track record in sales.
- Background in the maritime/shipping, brokering/trading, oil/bunker or other relevant experience is strongly encouraged.
- IT proficient. Excellent knowledge of all Microsoft Office applications (Outlook, Excel, Word, etc).
- Experience working with CRM systems is a plus (i.e. Microsoft Dynamics, Salesforce, Netsuite, etc.).
- Resourceful, goal oriented, performance and results driven with an ability to multi-task and a strong attention-to-detail.
- Exceptional negotiation skills.
- Good communication and interpersonal skills. Relationship building.
- Strong analytical and quantitative skills. Comfortable with currency conversions, volume conversions and profit margins.
- Must be comfortable receiving 150+ e-mails per day.
- Strong business development mentality. Ability to develop business from scratch. Prospect for new customers.
- Willing to work longer, flexible hours, and deal with different time zones/overseas/international customer base.
- Candidates that are fluent in Spanish and other languages will have an advantage.
- PLEASE DO NOT APPLY IF YOU ARE NOT COMFORTABLE REPLYING TO EMAILS ON NIGHTS & WEEKENDS.

### **Benefits:**

Full-time benefit eligible position including 401K, medical and dental benefits.

Salary commensurate with experience.

Full background/credit check will be performed on final candidates prior to hiring.

Qualified candidates should e-mail their resumes to [careers@clipperoil.com](mailto:careers@clipperoil.com)

We regret to inform that only shortlisted candidates will be notified.

We encourage you to visit our website to learn more about our company: [www.clipperoil.com](http://www.clipperoil.com)

2040 Harbor Island Drive, Suite 203, San Diego, CA 92101

[careers@clipperoil.com](mailto:careers@clipperoil.com)

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