

Salesman/Account Manager

Windmill Propane Inc. - Goshen, CA

Windmill Propane, a subsidiary of Van Unen Miersma Propane central California's leading propane connection from Sacramento to the Bakersfield, is looking to fill the need in our growing Goshen store for a full time propane sales professional.

We are seeking a high energy, highly motivated, self-driven and disciplined salesperson, who has experience in propane sales and service (preferred but not required). The preferred candidate must possess proven sales record, excellent customer service and interpersonal skills, and have a high aptitude for driving success and growth through results.

Primary role of the Salesman/Account Manager will include: engaging with current and potential customers via face-to-face, phone and email; actively seek new opportunities for residential, agricultural and commercial growth; and engaging with team members to ensure customer satisfaction at all stages. The Salesman/Account Manager will report directly to the District Manager and on occasion will be asked to assist store on service related calls.

Primary Responsibilities:

- Develop and maintain relationships with businesses and industry entities such as home builder associations, real estate companies, and other trade organizations to cultivate new business prospects.
- Actively participate in industry organizations and attend trade shows to continually build a professional network.
- Pursue targeted new business and negotiate new sales agreements to increase customer base year over year. **Current expected minimum is 25 new tank sets monthly.** Follow up on sales leads. Call or visit potential customers, initiate mailings and other related activities.
- Write, negotiate and close sales contracts and service agreements. Improve and meet required productivity/sales goals.
- Champion a positive, professional image of Windmill Propane to create customer goodwill and foster referrals and repeat business.
- Follow up with new accounts to ensure customer satisfaction and fulfillment of the job.
- Maintain relationships with key accounts to ensure continual customer satisfaction. Implement existing sales and serve agreements consistent with company guidelines.
- Coordinate with Technicians to effectively service customer accounts. Assist with customer issue resolution.
- Work with new accounts to help with permitting process when needed.

Requirements:

- High School Diploma or equivalent
- Able to pass background check and drug screen
- Propane industry experience (preferred)
- High work ethic and motivation

Benefits:

- Highly competitive compensation package with uncapped earning potential, \$100,000 plus
- Very generous employee incentive and bonus programs
- 401K program (currently 4%)
- Medical/Dental/Vision benefits

- Exceptional work environment
- Opportunity for long term employment and advancement

Van Unen Miersma Propane has been in business for over 20 years and is central California's leading propane provider. We currently operate out of 3 growing locations Ripon, Merced and Goshen. Our business model includes continued growth organically as well as through acquisitions.

We're always looking to add individuals to our team who want to make a difference in the lives of our customers. We invite you to join our team and become a part of our vision to provide the safest most customer focused propane service experience possible. We are continually working to be a World Class company for both those who work for us and those who do business with us.

If you are looking to make a positive difference in your career and your life, while receiving a highly competitive salary and benefits package, then look no further.

To just discuss opportunities or set up a **confidential** interview please call Director of Operations, Danny Martinez at 559.760.3157, email Danny at danny.martinez@vmpropane.com, visit our website(s) vmpropane.com or email our HR department directly at HRVMP@vmpropane.com