



InterState Oil Company
Corporate Office
8221 Alpine Avenue
Sacramento, CA 95826

Main 916.457.6572
Fax 916.457.0307

www.InterStateOil.com

InterState Oil Company is looking for a dedicated Sales Representative to join our team!

SALES REPRESENTATIVE – SPARKS NV

Under the supervision of the Director of Sales, the Sales Representative is responsible for revenue generation by bringing in new business opportunities and or maintaining existing business if asked to do so. In addition, when the opportunity arises, the sales representative is responsible in gaining and maintaining new lube, oil, chemical, bulk fuel and propane business.

Responsibilities

- Prospects for new business.
- Maintains relationships with current customer base to increase business.
- Submits detailed credit application and other related paperwork.
- Works with credit department to supply additional documentation as requested.
- Tracks sales numbers to ensure gallons are increased on a yearly basis.
- Accepts calls of prospects inquiring about fuel, oil, chemicals, etc.
- Maintains and supplies personal vehicle in order to visit current customers and prospects.
- Must maintain a clean driving record.
- Must maintain and show proof of current Vehicle Insurance (state minimum).

Required Skills/Abilities:

- Must be able to work well under pressure while providing excellent customer service.
- Strong written and verbal skills.
- Outside sales experience in commercial heavy duty & automotive industry experience preferred.
- Must be self-motivated.
- Strong and independent work ethic.
- Regular attendance is required.
- Ability to drive a vehicle safely.
- Strong computer skills.
- Must be able to work on a computer/IPAD 6+ hours a day.
- Able to navigate stairs and walking on a regular basis.

Work Environment

- Office environment with moderate noise.
- Variety of tasks depending on daily needs.
- Works primarily indoors; unless attending an appointment with a client.
- Extreme temperatures may be experienced when meeting prospects in the field (hot in summer; cold in winter).

Education and Experience:

- High school diploma or equivalent required.
- Associates or Bachelor's degree preferred.
- 2–4 years industry sales experience preferred.
- MS Office Suite preferred.

Salary Range: \$65,000 to \$67,500, plus commission

Please email your resume to Hire@InterStateOil.com

McClellan | 4545 Dudley Boulevard, McClellan Park, CA 95652 | Main (916) 640-0444 Fax (916) 640-0011
Fresno | 3609 South Bagley Avenue, Fresno, CA 93725 | Main (559) 233-3221 Fax (559) 233-1532
Redding | 2940 Arcade Way, Redding, CA 96002 | Main (530) 222-3031 Fax (530) 222-8517
Woodland | 183 West Main Street, Woodland, CA 95695 | Main (530) 662-5481 Fax (530) 662-9148
Sparks | 50 Lillard Drive, Sparks, NV 89434 | Main (775) 359-1586 Fax (775) 359-0160
Elko | 255 12th Street, Elko, NV 89801 | Main (775) 738-0120 Fax (775) 738-1193