

Senior Business Development Manager, México

Based out of México we are looking for a Senior Business Development Manager to help us grow in the local market, and to support our other offices in the region.

Stem Fuels is a Trading/Brokering/Distribution house dedicated to supply ship owners with marine supply, fuels and lubricants. Our customers are our first priority and our team strive to be available for them anytime needed.

As a Senior Business Development Manager in our company, it's important that you find our industry interesting and that you are willing to learn and be committed to the work. You will be working closely with our teams in Spain to make sure that we are approaching our markets rightly.

Your responsibilities:

- Develop new business and find prospects within marine supply, fuels and lubricants.
- On daily basis be in touch with prospects and customers.
- Development of our distribution network locally and in the region.
- Be in contact with operations department on supply.
- Look for new business development opportunities for the company.

Requirements:

- Strong experience within Business Development in México and preferable other places in the region.
- You are a social profile, enjoy speaking and communicate with many different stakeholders locally and worldwide and able to travel.
- You are fluent in English.
- You are able to work in a dynamic environment and dedicated to being there for the team and our customers, even outside normal working hours.

Benefits:

- Fulltime work contract including private health insurance.
- Attractive commission program.
- Daily feedback and mentoring on your task and work.
- Colleagues and a team who share the same values as you.

We are looking for the right candidate to start during August, September or October 2024.

Please send your CV and resume soonest to career@stemfuels.com