



# Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Links Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

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# Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/06

## Account Manager, Marine Bunkering (Petro-Canada)

<b>Job ID</b>	<b>541391700-5736</b>	
<b>Web Address</b>	<a href="https://careers.indigenous.link/viewjob?jobname=541391700-5736">https://careers.indigenous.link/viewjob?jobname=541391700-5736</a>	
<b>Company</b>	Suncor	
<b>Location</b>	Vancouver, British Columbia	
<b>Date Posted</b>	From: 2019-03-11	To: 2050-01-01
<b>Job</b>	Type: Full-time	Category: Resource Sector

### Description

LOCATION: Other, British Columbia (CA-BC)

JOB NUMBER: 27512

Why you should join us: Do you want to work for Canada's leading integrated energy company? Would you like to help grow our new bunkering business in Vancouver from the ground up? Join our dynamic sales team and be a leader in this growth segment. You will use your expertise to:

- Sell bunker fuels to both marine traders and end use customers
- Develop relationships with local stakeholders like the Port of Vancouver, local shipping agents, and others
- Assist Suncor in the execution of its growing Marine bunkering business
- Work closely with support groups: pricing, wholesale, operations, marketing and technical services, to improve the value of the product service offering
- Develop the territory sales plans to achieve annual volume, contribution and expense targets
- Execute sales plans to capitalize on market and product opportunities, and find opportunities for growth and value creation
- Provide a high level of customer service to build and maintain long-term relationships
- Provide accurate monthly sales forecasts for your portfolio
- Assist in implementing market strategies and programs within a defined market segment and establishing priorities

We'd like to review your application if you have... Must-haves (minimum requirements):

- Three years of experience selling bunkering fuels on Canada's west coast
- A High School Diploma or General Education Diploma (GED)
- Strong understanding of the current Vancouver bunkering market
- Familiarity with IMO 2020 regulations
- Positive relationships and a proven reputation with local stakeholders in the bunkering market (i.e. Port of Vancouver, Chamber of Shipping, etc.)
- A valid driver's licence and a clean driving record
- Highly developed interpersonal and non-authoritative leadership skills to allow you to build positive relationships and deliver persuasive and comprehensive presentations
- Strong negotiation skills with the ability to influence successful outcomes with the customer
- An understanding of how to manage priorities and you are able to manage your time appropriately to deliver on schedule
- Alignment with our values of: safety above all else, respect, raise the bar, commitments matter and do the right thing

Preference for:

- A post-secondary education
- Experience selling fuel products and services into other industries (Forestry, commercial, industrial, etc.)
- A strong technical background in CRM, BW, SAP and Microsoft Office
- Fluency in business terminology and the understanding of levers to drive business performance SAP:IND

Where you'll be working, your work schedule, and other meaningful information:

- You will work out of your home office preferably in the Greater Vancouver Area
- Hours of work are a regular 40-hour work week, Monday to Friday, with potential for extended work hours based on business and customer needs
- Travel is required approximately 10 nights/month

Why Suncor? We are Canada's leading integrated energy company with a business portfolio that includes oil sands development and upgrading, offshore oil and gas production, petroleum refining, and product marketing under the Petro-Canada brand. Our global presence offers rewarding opportunities for you to learn, contribute, and grow in a variety of career-building positions. We live by the value of safety above all else; do it safely, or don't do it. Our strong track record of growth and a focus on sustainability mean tremendous potential for the future. Learn about our mission, vision and values. In addition to rewarding job opportunities, we offer an attractive employee package, including:

- Competitive base salary, compensation programs, and an annual incentive program
- Flexible benefits package
- Rewarding pension and savings plans

Stay connected to us:

- Follow us on LinkedIn, Facebook and Twitter for the latest job postings and news
- Join our Talent Community and sign up to receive customized job alerts
- Read our Suncor Connections newsletter to see what we're doing in the communities we live and work in

We are an equal opportunity employer and encourage applications from all qualified individuals. We are committed to providing a diverse and inclusive work environment where every employee feels valued and respected. We will consider accessibility accommodations to applicants upon

request. Please note that our job postings are typically open for two weeks, so don't delay, apply now. JOB CATEGORY: Business Professionals

For more information, visit [Suncor for Account Manager, Marine Bunkering \(Petro-Canada\)](#)