



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.

Corporate Headquarters:

Toll Free Phone: (866) 225-9067

Toll Free Fax: (877) 825-7564

L9 P23 R4074 HWY 596 - Box 109

Keewatin, ON P0X 1C0

Job Board Posting



Careers.Indigenous.Link

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Residual Fuels Marketer / Marketer, Carburants Résiduals

Job ID	598774600-4668	
Web Address	https://careers.indigenous.link/viewjob?jobname=598774600-4668	
Company	Suncor	
Location	Montreal, Quebec	
Date Posted	From: 2019-10-11	To: 2050-01-01
Job	Type: Full-time	Category: Resource Sector

Description

LOCATION: Montreal, Quebec (CA-QC)

JOB NUMBER: 31281Why you should join us:You will have the fantastic opportunity to interact on a daily basis with over 20 various customers for the bunkering of vessel direct sales business over multitude grades of Residual and Marine fuels. Our customer base spans a wide geographical coverage across our Québec, Ontario, and British-Colombia provinces as well as in the North-East and North-West regions in the United States!You will support the development and implementation of our Residual Fuels marketing strategies to achieve sales volumes, optimize sales margins and develop growth potential for the associated Montréal and Sarnia refineries specialty products. Role brings significant value through development of working relationships with current and prospective customers, strategic thinking, pricing strategy and marketing tactics. Function includes detailed knowledge of emerging trends and competitive landscape creating business development opportunities.You will use your expertise to:Support development and implementation of marketing strategies and sales plansCollect routine competitor’s product information and pricing practicesLead the resolution of external quality issues/complaints while minimizing impacts to the organizationDevelop strong working relationships with current and prospective retailers, customers, suppliers as well as industry peers and analystsManage and grow retail sales from emerging trends and new regulationsBe responsible for soliciting sales and negotiating contracts through inquiries and nominations processesDecide on daily retail Marine Fuels prices for multiple products and ports. Pricing strategy is influenced by market conditions, competitive environment and margin considerationsIdentify and assess issues using standard proceduresHelp generate new and innovative solutions to changing business environment We’d like to review your application if you have…Must-haves (minimum requirements):Fluent in English (spoken and written)Five years of industry experience with a familiarity of refinery processesA Bachelor’s degreeKnowledge regarding production’s marketing and logistical arrangements and the constraints that impact their netbackExpert written and verbal communication skillsOutstanding interpersonal skills with an ease to help facilitate opportunities for mutually beneficial transactionsA demonstrated capability in marketing, leadership and strategic thinkingAlignment with our values of: safety above all else, respect, raise the bar, commitments matter and do the right thing Preference for:Fluent in French (spoken and written)

Where you'll be working, your work schedule, and other important information: You will work out of our Montreal office, located at 11701 Sherbrooke Street East. Hours of work are a regular 40-hour work week, Monday to Friday, with the potential for extended work hours based on business needs. Relocation support will be provided; we offer highly competitive housing assistance to eligible individuals. You will be required to travel within the province with occasional travel outside of Canada for business needs. You will work in an open concept office space that promotes a collaborative team environment.

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. Check out our social goal to learn how we are working to build greater mutual trust and respect with the Indigenous Peoples in Canada. 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 Residual Fuels Marketer / Marketer, Carburants R&siduels](#)