



Sales and Service Representative; Full-Time (Cambridge, ON)

Full Time – Cambridge, ON – Closes: June 23, 2019

Aviation Ground Fueling Technologies (AGFT) provides leading edge aviation fueling parts, systems and solutions across Canada. Headquartered in Location, Alberta, AGFT has operations throughout Canada. Our vision is to provide an excellent quality of service to all customers in the Aviation Industry by focusing on Safety, Quality, Consistency and Customer Service.

AGFT is committed to creating and sustaining an inclusive and diverse work environment, while upholding the principles of employment equity. Your participation in this important process is greatly appreciated. We encourage applicants to self-identify as a member of one or more of the employment equity designated groups – Women, Aboriginal peoples, Persons with Disabilities and/or Members of Visible Minorities. The information collected will be used solely to carry out our obligations under the federal Employment Equity Act.

Our Cambridge location is seeking an experienced Sales and Service Representative to support our diverse operations.

Main Functions:

Reporting to AGFT's General Manager in Edmonton, the Sales and Service Representative in Cambridge will be responsible for developing the business for part sales, the designing and developing of new fuel systems and servicing ground fuel equipment as required within the region (Ontario & Quebec).

Responsibilities:

- Execute the expansion of the business by proactively pursuing business opportunities and selling products and services throughout the ON & QC region.
- Maintain/service fueling systems and parts when required.
- Assist in designing, develop and quoting aviation fueling systems.

- Provide advice, guidance and direction as it relates to companies fueling parts, systems and solutions operations.
- Provide excellent customer service.
- Manage supplier relationships and assist in obtaining new ones.
- Work with the GM to forge growth throughout the company.
- Assist in developing and executing business development strategies where required.
- Assist in overseeing and managing capital programs where required.
- Other duties as required.
- Maintain a tidy and orderly work area exhibiting pride in work performance and contributing to a healthy and safe work environment.
- Ensure exceptional, courteous and respectful customer service while attending to customer's needs
- Comply with and participate in the Company's Health & Safety and Quality programs and initiatives.
- Perform any other duties as required.

Qualifications and Experience:

- Minimum of three (3) years of aviation experience
- Technical or business degree preferred.
- Previous working experience in the aviation industry, with direct working knowledge of fuel systems.
- An understanding of fueling procedures, equipment, and parts are an asset.
- Highly developed understanding of industry regulations, standards and best practices.
- Excellent time management, negotiation and organizational skills.
- Must possess a valid driver's license with clean driver's abstract.
- Effective attention to detail and a high degree of accuracy.
- Strong interpersonal and communication skills.
- Proficient with word processing and spreadsheets.
- Works well under pressure and has demonstrated success in meeting deadlines.
- Customer focused, and service driven.
- Ability to travel throughout Canada as required.
- Must be able to obtain Transport Canada RAIC pass if required.
- Able to work collaboratively as a productive member of the AGFT Team.

Aviation Ground Fueling Technologies offers competitive compensation and a comprehensive benefits package, an incredible work environment, and career advancement opportunities.

Please visit our web site at <http://www.agft.ca> for a complete description of our company and to view other career opportunities and to apply for this role.

Please include your resume and cover letter when applying for this position; indicating the position title and location you are applying for in the subject line.

We thank all applicants for their interest in Aviation Ground Fueling Technologies; however, only candidates selected for interviews will be contacted.