

AREA SALES LEAD

This is Not a JOB! It is a Mighty Mission! 

***This JD is only for those who see a world full of possibilities where others see limits. If you're the other one, then this is not for you!**

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Repos is not just a company; it's a movement, a revolution that is reshaping the way we fuel our world. We believe in the power of possibilities - the possibility to create a path to a more sustainable and inclusive world. Our mission is clear: to speed up the process of energy transition and pave the way for a brighter tomorrow, **delivering** current and future fuels at a click and providing tech storage solutions for these fuels and getting all fuel data and analytics



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at your fingertips.  

We are sure you are very excited about this opportunity. So, what exactly will you be doing?



Who are We Looking For:

Here's to the ones who see a world of possibilities where others see limits. To those who dream of a carbon-neutral future and dare to transform the very fabric of energy distribution. Repos is not just a company; it's a movement, a revolution that is reshaping the way we fuel our world.  

The Area Sales Lead at Repos Energy is a dynamic field sales role dedicated to growing demand in the assigned marketplace by promoting and selling Repos Fuelling Datum. You will be the driving force behind our "One Business, One Goal" mission, focusing on increasing sales and expanding our footprint in assigned market place. The ideal candidate should be fluent in the local language and have a strong passion for sales. Experience in channel sales will be a significant advantage. 



Roles and Responsibilities:

Sales Strategy Implementation:

- Execute sales strategies to drive demand and increase market share for Repos Fuelling Datum in your assigned area.
- Identify and develop new business opportunities within your region, focusing on both immediate sales and long-term relationships.

Channel Sales Management:

- Leverage your experience in channel sales to build and maintain relationships with distributors, partners, and other key stakeholders.
- Collaborate with channel partners to maximize sales efforts and expand the distribution network.

Market Penetration:

- Conduct market research to understand customer needs, competitive dynamics, and market potential in your area.
- Use insights gained to tailor sales approaches that resonate with local customers and meet market demand.

Customer Engagement and Relationship Building:

- Engage directly with customers, understanding their needs and presenting solutions that Repos Fuelling Datum can provide.
- Build and maintain strong, long-lasting customer relationships to ensure repeat business and customer loyalty.

Achieving Sales Targets:

- Meet and exceed sales targets set for your region, contributing to the overall growth goals of Repos Energy.
- Track and report on sales performance, providing regular updates to management on progress and challenges.

Local Market Expertise:

- Utilize your fluency in local regional language to connect with local customers and understand the nuances of the local market.
- Tailor your sales approach to align with cultural and regional preferences, ensuring effective communication and customer satisfaction.

Collaboration with Internal Teams:

- Work closely with the marketing and business development teams to align sales efforts with broader company initiatives.
- Provide feedback from the field to help refine marketing strategies and product offerings.

Field Sales Operations:

- Manage daily sales activities, including customer visits, product demonstrations, and closing deals.
- Ensure that all sales processes and activities are conducted efficiently and effectively to maximize productivity.

Skills and Qualifications:

- **Experience:** 0-5 years of experience in sales, with a preference for candidates with channel sales experience.
- **Education:** Bachelor's degree in Business Administration, Marketing, or a related field.
- **Skills:**
 - Strong communication and interpersonal skills, with fluency in local regional language.
 - Proven ability to drive sales and achieve targets in a competitive market environment.
 - Experience in channel sales is a plus, with the ability to build and manage relationships with partners.
 - Strong problem-solving skills and a proactive approach to identifying and pursuing sales opportunities.
 - Ability to work independently and manage time effectively in a field sales role.
 - Familiarity with CRM tools and sales software is an advantage.

Our Magic. Our Manifesto.

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At Repos, we are not just developing a distribution network for fuels; we are building a bridge to the future. With cutting-edge technology and innovative tools, we are making it possible for fuel to reach every corner of the planet with just a click. This is not just a distribution network; it's a revolution, a new industry of Fuel tech that empowers customers to make data-driven decisions and shape the energy landscape of tomorrow. 🌍 📱

Today, we are mastering one fuel - diesel - but our vision extends far beyond. We're developing an e-commerce platform for fuel where fuel delivery suppliers own our mobile petrol pump (Repos Fuel Stations). They fulfill the demand for fuel by delivering it to customers through our platform, which provides the necessary tools to meet this demand 📱





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The Repos Journey (from 2019 to 2024 ...and we have just begun)

- From a team of two to over 300 Reposians today, 👤 → 👤 👤
- From having nobody who trusted to having Ratan Tata Sir invest, 🛠️ → 📱 🏢
- From having no industry to passing policies and creating a new industry of Energy/Fuel-tech, 🌍 ⚙️

- From being present in only one city to expanding to over 300 cities across India, 
- From delivering 100 million liters of fuel on the platform and saving carbon emissions worth planting a few million trees, 
- From pioneering one fuel diesel to now planning to introduce future fuels, 
- From working with OEMs, Banks, Government to bring a change in the industry, 
- From partnering with Cummins to take our product to the last mile of the planet, 
- From winning a National Startup Award by the Government of India to publishing multiple National and International Patents with World Intellectual Property Organisation (WIPO), 
- From India to now taking over the globe, 

What you'll be working on:

- Drive demand for Repos Fuelling Datum in your assigned region, 
- Engage directly with customers and channel partners to build strong, lasting relationships, 
- Achieve and exceed sales targets, contributing to Repos Energy's growth and success, 
- Collaborate with a team of dedicated Reposians to innovate and lead in the energy sector. 

We do not want to tell you the blah blah story of “How we work” or “What is the culture?” You can walk in the office for a cup of coffee to feel it (we brew fresh awesome coffee & hot chocolate!  Ok, for tea lovers we do make amazing tea. 

Join us, if it feels THIS IS IT.

If you feel like this mission is for you, then come, chat, have coffee, and discover we are the right fit for each other. 

 www.reposenergy.com

 [Instagram](#)