

# United States Jobs Expertini®

## Fleet Sales - Business Development

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Company: Valvoline Inc.

Location: United States

Category: other-general

It All Starts with Our People As the leader in automotive preventive maintenance, Valvoline has a proven track record of growth. We continue to invest in our people, processes, and technology to strengthen our ability to efficiently deliver Quick, Easy, Trusted service across all our stores – every day. We're not just in the car business; we're in the people business. And we're looking for humble, hungry, and smart people to help us shape the future of mobility. If you're hungry to drive change and seek a dynamic, collaborative environment that fuels both personal and professional growth, you've found your place with us. Our highest priority is creating a diverse and welcoming workplace with team members from varied backgrounds and experiences. People of color, women, LGBTQIA+, veterans, and persons with disabilities are strongly encouraged to apply. The Opportunity Valvoline has a rewarding opportunity as a Business Development Sales - Fleet Sales. In this role, you will focus on enhancing the delivery of our value proposition and growing our business by adding new accounts across company and franchisee VIOC locations and attracting large national partners (i.e., Uber, Lyft, and other commercial fleet businesses). This position will have extensive knowledge of commercial fleet management. It will help create and execute a selling platform, marketing programs, and account-specific promotions that deliver strategic growth for the Valvoline Instant Oil Change. Relationship building with these accounts is critical to the success of this role. This includes customer site visits and various face-to-face interactions at domestic locations throughout the United States. Success will be determined through the growth of rooftops, oil changes per day, and maximized average tickets through penetration by selling in various bundled packages. How You'll Make a

Difference Responsible for growing sales through onboarding of new accounts. Delivering our value proposition to large national accounts and the ability to articulate our value throughout the entire customer organization. Making presentations and using presentation decks to create easily understandable flow to help solidify new account acquisitions. Must be able to maximize sales through fleet penetration growth. Finding and growing existing national account business where we are severely under-penetrated. Uncovering accounts with high potential and working to maximize driving that potential to our VIOC service centers. Overcoming price objections and selling on maximized profits to gain higher penetration into select national accounts. Maximize Average Ticket – drive mix and profitability: Create win/win for the customer and Valvoline – understand customer value creation, know customer business drivers, quantify the value of using VIOC over direct competitors. Other duties and responsibilities as determined by Valvoline from time to time in its sole discretion.

**What You'll Need to Succeed**

Bachelor's degree or equivalent  
experience  
Minimum of one year of sales experience  
Familiarity with commercial fleet automotive or heavy-duty market experience  
Strong track record of sales territory and account growth  
Working knowledge of Microsoft Office Suite  
Analytical  
Understand gross profit levers  
Interpersonal savvy  
Business acumen  
Tenacity  
Patience and persistence  
Results driven  
Self-assurance and a confident demeanor  
Adept at finding alternative solutions to achieve closure  
Strong creative problem-solving skills  
Proficient in negotiation tactics  
Must be authorized to work in the U.S.

**We Take Care of the WHOLE You**

Health insurance plans (medical, dental, vision)  
HSA and flexible spending accounts  
401(k)  
Incentive opportunity  
\*Life insurance  
Short and long-term disability insurance  
Paid vacation and holidays  
\*Employee Assistance Program  
Valvoline Instant Oil Change discounts  
Tuition reimbursement  
\*Adoption assistance  
\* \*Terms and conditions apply, and benefits may differ depending on position.

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