

**Biofuel Express
business is growing
rapidly in Austria
and Germany**

Biofuel Express is a leading distributor of 100% fossil-free biofuels such as HVO100 Renewable Diesel and B100 Biodiesel RME Premium. Our primary focus is on the 100% biofuel market. We are passionate about the green impact of sustainable fuels on the environment. Specializing in providing advice and calculating the benefits of fossil fuels, Biofuel Express is the right partner for those looking to transition to 100% fossil-free operation for their diesel-powered operations. For the past 15 years, we have specialized in converting fleets, emergency systems and equipment from regular diesel to 100% fossil-free operation. Our market-leading, high-quality products can be refueled directly at our stations in Sweden and Denmark or delivered to client's own tanks in Germany and Austria.

SALES OPERATIONS MANAGER FOR AUSTRIA AND GERMANY

We are looking for a person who will ensure, manage coordinate the product streams and sales in Austria & Germany and be in close contact with the Sales Operations Teams in the HQ in Randers / DK.

The person we are looking for will manage the planning, the logistics and the administration of our sales in both markets. To ensure that the group standards will be also implemented, the person we are seeking for, will be in close contact with the HQ in Denmark and align all internal administrative tasks with the colleagues in the HQ. The aim is clear – ensure that the growth can be managed and the customer promises delivered. As Austria and Germany are still evolving markets for us, hands on experience with all tasks mentioned above should be expected and agreed to.

MANAGER ROLES AND RESPONSIBILITIES:

- ★ Together with the CFO in the HQ define the sales prices for the 2 markets, ensure the implementation and act as interface between the Sales team and the CFO regarding the pricing policy

- ★ Together with CFO and Head of IT from the HQ drive the standardization and implementation of sales and admin processes in Austria in line with Group Standards
- ★ Support the Supply team in the HQ with local contacts in AT and DE and ensure product supply for the 2 markets
- ★ Together with Sales Operations in the HQ ensure and perform yearly audits (UBA and ISCC)
- ★ Responsibility as local interface and contact person between the authorities in Austria and Germany and the HQ for the preparation of the monthly reporting and the annually recurring audits
- ★ Monthly coordination and planning of sales and supply volumes
- ★ Supervise logistics and ensure volume planning between customers, logistics and supply partners
 - Transportation Planning and Coordination
 - Shipment Management
- ★ Act as the primary point of contact for resolving logistical issues and addressing client concerns
- ★ Support the team in the HQ concerning Accounts Receivables & Accounts Payables that payments to / from local partners are processed on time
- ★ Stay updated on local regulations, ensuring full compliance

QUALIFICATIONS:

- ★ Previous working experience within the Oil and Gas business in the above outlined areas for minimum 5 years
- ★ Strong communication and commercial understanding, interpersonal and financial skills
- ★ Good written and oral communication skills
- ★ Good organizational and time management skills
- ★ Fluent in German and English; other languages are advantageous
- ★ Office- & Homebased role with occasional travel
- ★ May require occasional flexibility to address logistics issues outside regular working hours

Interested?

We sincerely hope the content mentioned above might have inspired you to forward your updated CV together with an application explaining your experience and thoughts related to this position. The base salary is 77,000 € gross. Please forward your CV and Application to our MD of Biofuel Express Austria, **Mr. Michael Stuefer** via mst@biofuel-express.com. Should you have the need to clarify a few questions, before sending forward your application, please reach out to Mr. Michael Stuefer on +43 664 5224961. We at Biofuel Express look forward to hearing from you.