



ACCOUNTANT DEVELOPER-LPG

Reports to: Field Based Account Manager

Department: LPG

Duty Station: Field Based

Job Summary

The Account Developer – LPG is responsible for developing, managing, and growing a portfolio of LPG commercial customers by increasing sales volumes, profitability, and customer loyalty. The role focuses on acquiring new business, strengthening existing customer relationships, implementing sales and marketing strategies, and delivering superior customer value while ensuring compliance with Vivo Energy's commercial, operational, and HSSEQ standards. The incumbent is accountable for achieving sales targets, maximizing market opportunities, and supporting sustainable business growth across assigned customer segments.

Key Deliverables

- Achieve agreed LPG sales volume, revenue, and gross margin targets.
- Grow the customer portfolio through acquisition of new commercial LPG customers.
- Retain and expand existing customer accounts through effective account management.
- Develop and implement customer-specific sales and account development plans.
- Execute LPG sales and marketing initiatives aligned with business objectives.
- Maintain accurate customer information and sales pipeline within CRM systems.
- Conduct regular customer visits and business reviews.
- Identify market opportunities and competitive threats.
- Negotiate commercial agreements in line with company policies.
- Ensure safe delivery of products and compliance with HSSEQ standards.
- Collaborate with Supply & Distribution and Customer Service teams to ensure on-time customer deliveries.

Expected Outcomes

- Achievement or exceeding of assigned LPG sales volume and revenue targets.
- Increased market share within assigned territory or customer portfolio.
- Growth in profitable customer accounts.
- High customer retention and satisfaction levels.
- Strong customer relationships resulting in repeat business.
- Improved sales pipeline and conversion rates.
- Accurate sales forecasting and reporting.
- Full compliance with company commercial policies and HSSEQ requirements.
- Timely resolution of customer issues and complaints.

Qualifications

- Bachelor's Degree in: Business Administration ,Marketing ,Commerce ,Sales and Marketing Economics , Supply Chain Management, Or a related discipline.

Experience



- Minimum of 3 years' experience in sales, account management, business development, or commercial operations.
- Experience in LPG, petroleum, FMCG, industrial products, or B2B sales is highly desirable.
- Demonstrated success in achieving sales and profitability targets.
- Experience in customer relationship management and negotiations.
- Experience using CRM systems and Microsoft Office applications.

Core Competencies

- Sales and business development
- Key account management
- Customer relationship management (CRM)
- Business and financial analysis
- Sales forecasting
- Market and competitor analysis
- Negotiation and influencing
- Commercial planning
- Opportunity identification
- Pipeline management
- Presentation and proposal development
- Contract management

Working Environment

- Field-based role with frequent travel to customer locations within the assigned territory.
- Regular engagement with commercial and industrial LPG customers.
- Close collaboration with Sales, Supply & Distribution, Customer Service, Finance, and HSSEQ teams.
- Combination of office-based planning and field sales activities.
- Requires flexibility to meet customer and business demands.