

# MARATHON OIL COMPANY



## Marathon Marketing Representative

### Primary Responsibility

Assist the company with achieving its stated mission through maximizing sales and customer satisfaction.

### Ethical Responsibility

The Marketing Representative is responsible for maintaining and upholding the high ethical standards set forth by the company.

### Managerial Responsibility

A marketing representative has no direct supervisory or managerial responsibility.

Additional Job Responsibility & Tasks-Summary:

#### **! Recruitment & Selection**

This consists of seeking out individuals who have the potential to be Marathon Dealers and Jobbers, operating their own businesses under the Marathon Brand name.

#### **! Coaching & Counseling**

This consists of working with professional entrepreneurs in the development of their businesses.

#### **! Territory Management**

Each marketing representative has responsibility for the general operations of an assigned territory. This would include, but is not limited to budgeting, maintenance, asset development, and expense control.

#### **! Advertising & Promotion**

A marketing representative is responsible for developing unique advertising and promotional opportunities for the customers within his/her territory. In addition, a representative is responsible for the successful implementation of all corporate advertising messages and promotional campaigns.

#### **! Customer Relations**

The representative assists the customer service department with the resolution of customer complaints. In addition to complaint resolution, the representative is responsible for taking pro-active steps to ensure that complaints are kept at a minimum.

The Marketing Representative will complete a 20 week training program designed to provide a broad exposure to corporate activities of our Marketing Organization. Upon completion of training, will be assigned as a Marketing Representative serving as territory manager and business counselor for independent businesses. Responsibilities include marketing of gasoline, fuel oils, motor oils, lubricants, and related products. Marathon is a major oil company actively involved in worldwide petroleum exploration, production, transportation, refining, and the distribution and marketing of crude oils, natural gas, and petroleum products. Must be willing to relocate to Michigan, Ohio, Indiana, Illinois, Kentucky, or Wisconsin.