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GulfEnergyInfo.com

Energy Web Atlas (EWA) is seeking a Senior Account Manager

Gulf Energy Information is looking to hire a bright, motivated, and enthusiastic candidate for a new Account Management role based in Houston, TX. This sales associate will establish current and new customers in the energy marketplace providing solutions via new and existing data and software solutions primarily in the midstream and downstream energy markets. Clients will include service providers, engineering and construction firms, equipment manufacturers and other consulting firms selling to the global oil and gas industry.

Duties/Responsibilities

- Selling new and existing data/software products (EWA, Boxscore and other data products), consulting and training services.
- Achieving/exceeding sales goals set by the company from servicing existing clients and developing new business.
- Create and maintain long term relationships while creating loyalty with key accounts.
- Maintaining client contacts and client information utilizing CRM (Salesforce)
- Attending designated conferences, exhibits, and other relevant industry events
- Preparing competitive written and verbal presentations
- Tracking individual share of market
- Creating relationships with new customers to better understand their business needs.
- Work with data and development teams to communicate the needs and requirements of current and potential customers.
- Performing other tasks related to generating sales.

Requirements

- Business or Marketing related bachelor's degree preferred.
- 2-5 years of experience with the oil & gas industry and/or media
- 2-5 years of experience with sales including cold calling, setting appointments, closing the sale, managing accounts, monthly forecasting.
- Proficiency in utilizing Microsoft Office products (Outlook, Excel, Word, etc.)
- Proficiency in CRM or willingness to learn Salesforce procedures
- Ability to multi-task between sales, customer service, events, planning, execution, and other sales-related operations
- Knowledge of midstream and downstream energy sector
- Be target-driven, self-motivated, intelligent, and professional
- Excellent verbal and written skills
- Light Traveling Required