



2 Greenway Plaza, Suite 1020 • Houston, Texas 77046 USA
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GulfEnergyInfo.com

***Petroleum Economist* is seeking a Territory Sales Manager – The Americas**

Petroleum Economist has remained the indispensable authority on energy since its inception in 1934. The brand's coverage goes beyond the headlines, giving subscribers essential insight into global oil and gas politics and markets. Our readers use our intelligence to form commercial strategy, whether they lead state-owned or privately held companies.

We are seeking a bright, motivated and enthusiastic sales manager to sell sponsorship, thought leadership and advertising for *Petroleum Economist*.

Working from Gulf Energy Information's headquarters in Houston, TX the new Sales Manager will manage existing accounts and win new business in the Americas by providing access to marketing solutions via *Petroleum Economist's* print and digital and event product offerings.

You will report into the Commercial Manager of *Petroleum Economist* based in the London office, and will be expected to provide weekly sales reports and updates.

Excellent compensation package for the right candidate. Flexible schedule.

Job Description

- Sell digital and print display advertising predominantly by phone and local client meetings, but with some international travel expected.
- Sell a new suite of lead generation products, such as whitepaper reports and webcasts.
- Sell content marketing and thought leadership solutions; sponsored reports and energy maps.
- Maintain and develop their client base to maximize revenue across the *Petroleum Economist* portfolio, including our Country Conferences.
- Understand and communicate the needs of the advertiser base in order to assist with new product development and have experience in portfolio selling. Moderating webcasts
- Attend PE events – moderating and/or acting as a panellists
- Attend industry events
- Act as regular *Petroleum Economist* ambassador in Houston and other major US energy hubs
- Attend weekly and monthly meetings via video link

Skill Requirements

- An understanding of the media and the benefits of different advertising formats is also essential.
- The successful candidate will be target-driven, self-motivated and intelligent.
- The ability to also speak and write in Spanish would be an advantage.
- Intricate knowledge of the various American physical energy markets (North, South and Central)
- Ability to direct print and online sectors, working within the brief put forward by the editor in chief and *Petroleum Economist's* longer term editorial narrative and quality



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- Ability and energy to travel regularly
- Capability to work independently, yet as part of a team when required to do so