



2 Greenway Plaza, Suite 1020 • Houston, Texas 77046 USA
Phone: +1 (713) 529-4301, Fax: +1 (713) 520-4433
GulfEnergyInfo.com

Energy Web Atlas (EWA) is seeking a Data Sales Manager

Gulf Energy Information is looking to hire a bright, motivated, and enthusiastic candidate for the Data Sales Manager based in Houston, TX. The role would be a full-time position based out of the Houston office.

Duties/Responsibilities

- Meet sales targets set by management
- Ability to manage a territory, and assigned accounts through closing
- Ability to sell to large and small organizations
- Prioritization of prospects and creation of target account lists
- Find and develop new leads
- Service and maintain customers contacts and prospects
- Visit appropriate trade shows to develop sales leads
- Sell and create custom projects and/or reports

Requirements

- Business related bachelor's degree preferred.
- Proven track record in a sales environment
- Excellent communication skills both verbal and written
- Proven ability to meet deadlines in an efficient and effective manner
- Oil and gas experience a plus
- 2-5 years of experience with sales including cold calling, setting appointments, closing the sale, managing accounts, monthly forecasting.
- Past experience selling technical data a plus
- 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, execution, and other sales-related operations
- Be target-driven, self-motivated, intelligent, and professional
- Excellent verbal and written skills
- Personable, team-orientated attitude
- Traveling to relevant trade shows and around US territory

Please send your resume with a cover letter to resumes@gulfpub.com. No phone calls please.