



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

***Petroleum Economist* is seeking a Territory Sales Manager – UK**

Petroleum Economist (PE) 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 London office, the new Sales Manager will win new business globally by providing access to marketing solutions via *Petroleum Economist's* print and digital and event product offerings.

You will report into the Commercial Director 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.
- Attend PE events.
- Regularly attend global industry events.
- Act as regular *Petroleum Economist* ambassador in London and other major energy hubs.
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Skill Requirements

- An understanding of the media and the benefits of different advertising formats.
- An ability to develop and pitch commercial concepts outside of PE's core offering.
- The successful candidate will be target-driven, self-motivated and intelligent.
- The ability to also speak and write in Spanish would be an advantage.
- Experience of selling to financial institutions, consultancies, and law firms.
- Intricate knowledge of global energy markets.
- Experience of pitching and selling to Senior Management and the C-Suite.
- Ability and energy to travel regularly.
- Capability to work independently, yet as part of a team when required to do so.



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CV's should be sent to owen.raw-rees@petroleum-economist.com