



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

District Manager – Media Sales

Job Overview

The District Manager – Media Sales, oversees a vital role in the company's revenue generation by developing sales strategies and building partnerships with clients across the global upstream and midstream industries. The District Manager – Media Sales, will be responsible for establishing client relationships, selling advertising products to maximize revenue opportunities, and providing accurate sales reporting to management. The position requires the ability to effectively communicate with clients and follow up to ensure the product is delivered correctly.

What you will do

- Develop and execute effective sales strategies to maximize revenue generation and market share in the media industry.
- Cultivate and maintain strong relationships with existing clients while identifying and targeting new business opportunities.
- Oversee the allocation and sale of advertising space across various digital channels, ensuring optimal utilization and revenue maximization.
- Create compelling sales presentations and proposals to showcase the value of advertising opportunities to clients.
- Stay informed about market trends, competitor activities, and industry developments to make informed decisions and recommendations.
- Monitor and report on sales performance, providing regular updates to senior management regarding revenue targets, forecasts, and strategies.
- Collaborate with Events, Marketing, and Ad Operations teams to ensure the successful execution of digital advertising campaigns.
- Attend industry conferences, seminars, and events to stay updated on industry trends, network with professionals, and represent the company. Provide support to internal events as needed.

What you will bring

- Bachelor's degree in Marketing, Business, or a related field preferred.
- Proven experience in media sales, with a track record of meeting or exceeding sales targets.
- Excellent communication, negotiation, and presentation abilities.
- Proficiency in CRM software (Ad Orbit experience a plus) and sales analytics tools.

About us

[Gulf Energy Information \(Gulf\)](#) empowers employees to deliver premium technical and business content, as well as market intelligence solutions, to the global energy and infrastructure industries through trusted engagement. For more than 100 years, Gulf's quality content and commitment to audience

needs has led our company to become the most trusted resource in B2B media for the industries we serve. Our market-leading brands—[Petroleum Economist](#), [World Oil](#), [Pipeline & Gas Journal](#), [Hydrocarbon Processing](#), [Gas Processing & LNG](#), [H2Tech](#), [Hydrogen Economist](#), [Carbon Economist](#) and [Underground Infrastructure](#)—serve their markets with real-time content through digital media and in-person/virtual events. Gulf also provides market intelligence solutions to the global energy industry through [Global Energy Infrastructure](#) and the [Construction Boxscore Database](#).

Gulf Energy provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

Job type: Full Time

Salary range: **Commission**