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GulfEnergyInfo.com

Gulf Energy Information is seeking a full-time Account Manager to assist our team with introducing our new brands over the next few months. Our company is dynamic and growing. To better serve our customers we are adding an Account Manager to our current team.

Duties/Responsibilities

- Meet sales targets set by management
- Manage customer accounts in the Americas
- Work with marketing to develop materials and a subscriber acquisition program
- Prioritization of prospects and creation of target account lists
- Tracking and reporting social media/website traffic analytics
- Service and maintain customers contacts and prospects
- Upsell existing customers
- Visit appropriate trade shows to develop sales leads
- Sell and create custom projects and /or reports
- Attend trade shows

Requirements:

- Proven track record in growing sales
- Past experience selling Business to Business media sales
- Prior employment with another publishing company
- Oil and Gas experience preferred
- Willingness and ability to take direction and to quickly learn and adapt to new and/or changing systems or procedures.
- Excellent communication skills both verbally and written
- Personable, team-orientated attitude
- Experience with Salesforce, or other CMS

This role is an office-based staff position with excellent benefits and a competitive salary.

Please send your resume to resumes@gulfpub.com. No phone calls please.