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GulfEnergyInfo.com

Gulf Energy Information is the leading publisher to the oil and gas industries. Our specialized publications and conferences reach over 300,000 people worldwide. Our company is dynamic and growing and to better serve our customers we are seeking an experienced *Salesperson*. The ideal candidate will be accountable and responsible for developing Customer relationships that promote retention and loyalty for all Gulf Energy Information customers, including onboarding, training, and successful Adoption of Gulf Energy Information Data.

Our Corporate Office is located in Houston, Texas.

The Salesperson will:

### **Responsibilities**

- Manage planning phase of the customer lifecycle post-sales for Gulf Energy Information customers, including onboarding, training, and successful adoption of Gulf Energy Information Data
- Sell data service to qualified prospects in the Americas
- Provide recommendations to customer for additional services to effectively hit their business goals leveraging Gulf Energy Information's data platform
- Develop and maintain a deep understanding of both the Gulf Energy Information suite of Data solutions and our customers' specific needs in support of their ongoing usage
- Measure usage and lead commercial renewal negotiations through proactive planning and communication
- Work closely with Product and Research teams to identify and prioritize strategic product enhancements
- Complete related tasks as assigned

### **Requirements**

- 3 - 5 years' experience in customer-facing, problem-solving positions in data companies



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- Experience working with customers to understand operational challenges and tying that back to the business value involved in enterprise-wide deployments
- Experience and comfort working with multiple stakeholders across large organizations
- Curiosity to learn about new businesses and industries, and the ability to quickly grasp and make effective use of industry- and company-specific terminology
- Enthusiastic and energized by interaction with many different people
- Experience with technology platforms

We are a dynamic and growing company and this position is for the new brands we are introducing over the next few months.

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

Please send your resume to [resumes@gulfpub.com](mailto:resumes@gulfpub.com). No phone calls please.