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### **About the job**

Gulf Energy Information (Gulf) is seeking a results-driven Subscription Sales Representative to help grow our expanding portfolio of project data products and premium media subscriptions, including the insight-driven editorial offerings of Petroleum Economist. This is a consultative B2B sales role focused on delivering high-value information solutions to professionals across the global energy industry.

### **What we need**

Gulf is a dynamic and growing organization, expanding our subscription business to better serve customers across the global energy value chain. We're looking for a proactive, accountable sales professional who can build strong subscriber relationships, drive renewals, and uncover new opportunities for growth. The ideal candidate is motivated by helping customers succeed, skilled at consultative conversations, and committed to delivering long-term value that increases retention and loyalty across all Gulf Energy Information products.

### **What you will do**

- Sell individual, group, and enterprise subscriptions to customers across the global energy industry.
- Upsell and expand existing subscriber accounts by identifying opportunities for other products and bundles.
- Conduct consultative demos of our digital platforms to showcase value and drive usage.
- Manage the full subscription lifecycle using CRM and partner with marketing and editorial teams to optimize customer outcomes.
- Build a deep understanding of Gulf Energy Information's portfolio of solutions and map them to customers' business needs.
- Monitor account usage and proactively manage renewals, commercial negotiations with strong planning, communication, and value articulation.
- Collaborate with the marketing team to support lead generation and ensure consistent, high-quality prospecting activity.

### **What will you bring**

- 1–5 years of experience in subscription sales, SaaS sales, data/BI sales, or other consultative B2B selling; however, we will train candidates with strong transferable sales experience.
- Curiosity and the ability to quickly learn new industries, business models, and technical terminology related to the global energy sector.
- Experience selling or supporting SaaS, business intelligence, or other high-value solutions is preferred.
- Confidence working with multiple stakeholders across organizations, from analysts to executives.
- Strong interpersonal communication skills and genuine enthusiasm for engaging with a wide variety of customers.
- Proficiency with CRM systems and standard business software (Microsoft Office).

Please email your resume and cover letter to [Resumes@GulfEnergyInfo.com](mailto:Resumes@GulfEnergyInfo.com).

**About Us**

Gulf Energy Information is the leading media company to the global energy industry. Our specialized publications and conferences reach over 300,000 people worldwide. Gulf also provides market intelligence solutions to the international energy industry. Offices are located in London and Houston. We are a dynamic and growing company and this position is for a well-established brand. This role is an office-based staff position with excellent benefits and a competitive salary. No phone calls please.