

JOB SPECIFICATION

JOB TITLE:	Senior Account Manager
REPORTS TO:	EMEA & APAC Sales Director
DIRECT REPORTS:	-
DEPARTMENT:	Sales
LOCATION:	London / UK (Hybrid) This is a hybrid role with 2-3 days based in the office.
CONTRACT TERMS:	Full-time and permanent The candidate must have the right to work in the UK.

OVERVIEW

Our expanding sales team is responsible for promoting and selling the entire suite of products and services that include publications, data, data analytics tools, research reports, consultancy and events sponsorship. Sales professionals can draw on any number of these solutions to serve clients and prospects whose business and interest is in energy.

The London office has a vacancy for a Senior Account Manager to retain existing and grow new business. This role is ideal for a highly motivated, results orientated individual who likes a challenge.

Reporting to the EMEA & APAC Sales Director, the successful candidate will be a high achiever with a track record of meeting/ exceeding sales targets, experience in negotiating and licensing of intellectual property, demonstrated success at breaking new ground in accounts and building trusting relationships. A background in energy or financial information services is advantageous.

KEY RESPONSIBILITIES

Generate New Business

- Expand Energy Intelligence client base in the assigned European territory
- Identify and establish client relationship with new prospects
- Understand all aspects of the sales cycle with the ability to communicate the Energy Intelligence value proposition
- Generate demand for the Energy Intelligence portfolio of content, data, research and advisory services and events
- Develop strong pipeline of sales opportunities for all Energy Intelligence services
- Sell Energy Intelligence's broad range of products/ services on a multi user, departmental and enterprise wide basis

Retain and Grow Existing Business

- Cross and upsell into existing accounts
- Expand and build strong and trusting client relationships
- Drive adoption of Energy Intelligence services in new departments and with new users
- Successful negotiations and implementation of enterprise wide licenses
- Timely renewal of existing business

Client Focus

- Regular client outreach and networking with purpose of driving client value
- Understand the client's business and specific Industry, region, company, department and individual needs through reading and productive client dialogue
- Implement Win/Win contracts that meet the clients' needs and give a long term scope for partnership
- Follow-up with participants in marketing campaigns and qualify leads from events, mailers, and other activities.
- Articulate Energy Intelligence value proposition

Planning for Success

- Collaborate with marketing and other key stakeholders to identify and target high growth accounts
- Develop objectives and plans for accounts
- Be a consumer & expert of products and services to better understand the client experience, allowing for enhanced client management and resolution skills as well as relevant feedback
- Use of CRM to capture all relevant client activity and key account planning
- Regular feedback of client intelligence and competitive landscape

As a growing and new team, you may also be required to carry out any other duties which may reasonably be required of you. Some travel abroad will be required.

SKILLS/EXPERIENCE

- Successful sales track record borne out of excellent consultative sales and negotiation skills
- Highly effective and engaging communicator
- Entrepreneurial and energetic
- Adept at prospecting and seeking out decision makers and customer needs that generate interest in Energy Intelligence's services
- Results oriented and activities driven
- Key account planning and management discipline
- Builds strong and trusting customer relationships
- Knowledge of Oil & Gas industry
- Analytical skills to understand clients, regions and markets
- Ability to multi-task and prioritize deliverables
- Proficient with Microsoft Office Suite of computer software and internet savvy
- Adaptable & able to work under pressure
- Regular national/ international travel and multi-cultural experience
- Bachelor Degree or Other Relevant Professional Training/ Diploma

This job description is not exhaustive and may be updated to reflect relevant changes in line with business requirements.

ABOUT US

Energy Intelligence is an independent provider of energy and geopolitical insights, analysis, data and research. The company's reputation has been built on uncompromised independent analysis from access to primary sources of information and data. The Information Services, Data Analytics and Research & Advisory teams provide a unique platform and an integrated approach, which equips clients with differentiated value-added services vital to those in the energy industry. With over 60 years of expert energy coverage, Energy Intelligence is the standard to navigating today's obstacles and taking advantage of tomorrow's opportunities.

Energy Intelligence has offices in eight locations around the world: London, New York, Washington, Houston, Dubai, Beirut, Singapore and Moscow.

Energy Intelligence is an Equal Opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, disability or protected veteran status. Energy Intelligence will not discharge or in any manner discriminate against applicants or employees because they have enquired about, discussed, or disclosed their own pay or the pay of another applicant or employee. Nothing in this job posting should be construed as an offer or guarantee of employment.