



Sales Executive

Job Title: Sales Executive

Summary: This is a front-line sales position selling industry-leading publications and data services focused on the LNG and LPG markets. The territory includes all of North, South and Central America. It is a base-plus-commission, target-carrying position.

Location: Houston office in the Galleria area

Responsibilities:

- Sell Poten & Partners LNG and LPG business intelligence and data products. These include internationally-known monthly and quarterly analytical products, databases and forecasts.
- Maintain and develop relationships with prospects and new and existing customers to respond to queries, meet client requirements and ensure sales and renewals meet or exceed targets.
- Work with social media and marketing support staff in Houston to develop market outreach and prospecting efforts with the goal of acquiring new prospects and clients.
- Develop sales strategy and tactics appropriate to the sales territory.
- Help arrange and promote periodic client and prospect events (usually 90-minute events with Poten opinion leaders, followed by drinks), webinars and other events that are used to market Poten products and services.

Qualifications:

The successful candidate will have most or all of the following qualifications:

- Successful track record in achieving B2B sales of high-value information products, preferably in the LNG, energy or adjacent spaces.
- Individual initiative and ability to work a large, diverse territory with minimal supervision.
- The ability to develop leads and prospects
- Experience in data/IP sales with an understanding of licensing issues
- A methodical approach to sales and account management.

Other Requirements

- Travel as required to visit clients, attend meetings and industry events.
- Liaise with editorial team to maintain knowledge of Poten products, market and industry developments, resolve customer queries and provide feedback to editorial teams.
- Manage related sales administration such as drafting of contracts and agreements and updating database information via Salesforce
- Work with marketing to develop effective campaigns

About Poten:

Poten & Partners is a leading provider of oil and gas market research, consulting and freight and commodity brokerage services.

With offices in Houston, New York, London, Perth, Athens, Singapore and Guangzhou, Poten has a global team of over 180 employees that provide clients with premium services and valuable information and analysis.

To be considered for this position, please email your cover letter and CV to daniella.green@poten.com.