junewarren-nickle's energy group

Account Executive – Data & Media Solutions

We are growing and expanding our services to the North American oil & gas marketplace.

Corporate Focus and Growth

JuneWarren-Nickle's Energy Group (JWN) currently has an exciting opportunity in both the Calgary and Edmonton offices for **Account Executives** who will be responsible for driving sales across an integrated suite of solutions that include traditional print and digital media components as well as a proprietary set of unique data sets and online applications – all focused on the North American oil & gas marketplace.

JWN offers products and services for the energy industry that deliver on two key objectives:

1. Provide industry information and insight to energy professionals that help them make better business decisions.
    - Content in Publications, Reports, Data Analytics and Tools
2. Connect our clients with their customers so they can win and grow their business.
    - Advertising in publications (including advertorials and sponsored content) and online properties
    - White papers, speaking engagements (webinars and speaker series), and conferences

We are growing our breadth and depth of solutions through ongoing investment in our core capabilities of digital and print advertising but also through acquisition of new capabilities and companies to enhance our data analytics and information base. JWN is the only company in Canada that can provide the focused reach into specific segments of the energy industry across multiple media platforms and enable our clients to reach their target markets with their critical message – print, online, and in-person through events and conferences. Equally important is our ability to provide comprehensive data sets and analytics about what's happening in the industry through our variety of subscription-based services and online tools.

Position Description

Reporting to the Enterprise Sales Manager, you will be part of a team with direct accountability for the promotion and sale of JWN products and services to businesses operating in the Western Canadian Sedimentary Basin. You will have a list of assigned accounts as well as defined geographic territory including new prospective businesses that you are required to contact, prospect and grow. Your role as a solution generalist means that you will need to learn and understand a variety of products and services that can be combined in multiple ways to provide the appropriate solution to new and existing clients. You will be able to advance and close a sales opportunity both independently and as part of an extended team that involves product/solution experts and marketing professionals.

Ideal candidates will have a very strong work ethic and a proven track record of sales success when selling both products and services. Your success at JWN will be a function of your ability to learn quickly and translate our offerings into solutions for businesses in the energy industry. Top performers will be those individuals with superior questioning skills and a history of building strong client relationships in a fast paced and dynamic environment.

Key Accountabilities

- Create a territory plan that includes maintaining and serving current clients while identifying new opportunities and the means by which to target those clients
- Provide input to Marketing regarding specific targeting programs and campaigns
- Generate leads through cold calling and leveraging your own network of contacts
- Respond promptly to client inquiries and address any client issues to maintain a high degree of client satisfaction
- End-to-end account management – from initial contact through fulfillment of the services to final collection
- Prepare sales audits and analyses for prospective customers
- Maintain up-to-date customer records in accordance with company policy and practices
- Attend and participate in sales meetings, training programs, conferences and trade shows
- Prepare and submit all required sales reports, forecasts, and orders while ensuring material deadlines are adhered to by the client

Qualifications and Education

- Strong prospecting and relationship building skills
- Assertive, independent self-starter with a focus on the client
- High-degree of integrity and professionalism
- Knowledge of sales methodologies and tools, including the use of CRM systems
- Proficient in the use of MSOffice (Word, Excel, Outlook) and their application to both internal and external document creation
- Excellent interpersonal, presentation and communication skills – able to meet and interact with all levels of an organization, including the C-suite
- Good personal organization and time management skills
- Motivated, self-disciplined, personable and enthusiastic about the company's products
- Diploma or Degree in Business, Sales or Marketing
- Training in sales techniques and tools
- 3-5 years of experience in a direct (face-to-face) professional sales environment with a proven track record of success
- Experience in advertising sales, data services, and event sponsorship would be an asset
- Knowledge of the oil & gas market and the various sub-segments is an asset

Travel

- Willing and able to travel within Canada and to/from the United States
- Must possess a valid driver's license and have access to a vehicle
- May be required to travel for 5 or more consecutive days at a time and up to 50% during certain months

This is a permanent, full-time, salary + commission (50/50) position (or 100% commission option available) including a comprehensive group benefit plan. Car and cell phone allowance provided depending on territory assignment.

Closing Date: Friday, May 29, 2015. Apply immediately, as qualified candidates may be interviewed and possibly hired prior to the posted closing date. If you are interested in applying for this position, send a cover letter with resume to: hr@junewarren-nickles.com. Only those qualified will be contacted.