Account Manager - Houston

GeoKnowledge is seeking an Account Manager to join our Sales Team in Houston. You will be responsible for successfully selling and managing accounts for GeoKnowledge software products and services in the upstream oil and gas industry. Initially working under the guidance of a sales representative, you will become increasingly independent and pro-active as you move up the scale.

Key Responsibilities

- Support Sr. Sales staff on lead qualification, demand generation, sales initiatives
- Developing and making presentations, presenting proposals to small and mid-sized customers;
- Updating sales automation software

Experience/Skills preferred

- Outstanding verbal (including telephone) and written communication skills
- Track record of target achievement
- Demonstrable ability to work in fast changing environments
- Knowledge of MS-Office
- Telemarketing skills
- Customer-oriented, including experience in customer service
- Interpersonal skills
- Proactive
- Prospect Development
- Strong presentation, communication, organization, and time management skills
- Self driven, motivated and results oriented while also an excellent team player

Travel

- 25% +

Education

Bachelor’s Degree (B.S.) from four-year college or university. Degree/s in any of the following would be advantageous: Geology, Reservoir Engineering and Petroleum Engineering.

We Offer

- Exciting and fast paced work environment with flexible hours
- Competitive compensation package and benefits
- Company paid PPO medical insurance and 20 days vacation

How to apply

- If you are seeking a career in a growing organization where you will have a key role in exciting projects with plenty of opportunity for travel and professional development, submit your CV and application to hr@geoknowledge.com, Subject Line: Account Manager ref:113.
- Must be authorized to work in the US on a full-time basis for any employer.

*GeoKnowledge is an Equal Opportunity Employer*