



[www.enerdata.net](http://www.enerdata.net)

Enerdata, a leading energy research company, is looking for an **experienced Account Manager** to support its strong development.

*Start date:* ASAP

*Location:* Europe

*Contract type:* Permanent

*Compensation:* Fixed + bonus – According to experience

*Application:* please e-mail your CV and cover letter at [careers@enerdata.net](mailto:careers@enerdata.net)

## About this job

### JOB DESCRIPTION:

This sales person will be responsible for **growing business** of the **Enerdata Research and Market Intelligence offering** to a defined area / list of clients and prospects (energy companies, industries, consultancies, financial institutions, research centres, international organizations and government bodies). Identify and capitalize upon opportunities to **acquire new clients, upsell, cross-sell** and further penetrate the market. Performance will be assessed on an annual quota based scale of sales into the designated territory and account list. The position involves phone and online interactions with clients and prospects, as well as face to face meetings with key decision makers. The person will be part of the Enerdata Sales and Marketing team and will be reporting to the head of the department.

### RESPONSIBILITIES:

- Promote, present, and sell the Enerdata services to end user customers in the assigned area to achieve desired quota targets.
- Develop sales opportunities through cold calling, key account management and networking.
- Effectively manage the sales cycle from opportunity identification through closing.
- Sell both standard subscription-based offering and custom solutions.
- Understand clients' issues, detect and analyze needs to sell adapted offering.
- Monitor use of the Enerdata services and provide feedback to management.
- Leverage internal pools of resources (analysts, consultants, web developers) to deliver.
- Provide ongoing intelligence and analysis regarding the actions of competition to management.
- Actively take part of the product and services roadmap definition.
- Participate in Enerdata events and industry conferences/trade shows to promote the company and its offering.



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## REQUIRED QUALIFICATIONS

- University/Engineering and/or business school.
- Minimum 3-year experience in selling energy research services.
- Previous major account experience.
- Proven ability to call on chief analyst/ head of department level of accounts.
- Strong track record of deal closing and quota achievement.
- Knowledge of the energy sector.
- Solid references and contacts in the industry.
- Experienced in utilizing a CRM system opportunities and activities.
- Professional image, well-spoken, articulate, effective written and oral communication skills (English and French a must have, an additional European language a strong plus).
- Strong business acumen.
- Effective time management and prioritization of daily tasks.
- Ability to work under pressure.
- Team player.

## About this company

Enerdata is an independent energy intelligence and consulting company.

Our experts help you tackle key energy and climate challenges and make sound strategic and business decisions.

Enerdata provides Research, Solutions, Consulting and Training to key energy players worldwide: companies, public authorities and policy makers, investors and consultancies.

Incorporated in 1991, Enerdata leverages its experience and constantly invests in its globally recognized databases, market intelligence tools and forecasting models.

Headquartered in France, we also have offices in the UK and Singapore.

To apply please e-mail us at [careers@enerdata.net](mailto:careers@enerdata.net)