

About EAGE

EAGE is a global professional, not-for-profit association for geoscientists and engineers with 19,000+ members worldwide. EAGE's main activities consist of organizing conferences, workshops, exhibitions and courses worldwide. We also publish books and journals like the monthly magazine First Break for our members. EAGE's main goal is to share knowledge, promote innovation and technical progress, and to foster communication, fellowship and cooperation between those working in, studying or otherwise being interested in these fields. We have over 90 employees worldwide, with offices in The Netherlands (headquarters), Moscow, Dubai, Kuala Lumpur and Bogota.

We have two exiting vacancies for the position of

Account Manager Corporate Relations (Houten, NL)

As account manager, you are the eyes and ears of the organization. This means that you will have an active role in developing new products within your assigned product group.

In one position, you will be responsible for selling advertisements in our journals and website. The other position (content) is about selling in-house courses, (regional) corporate memberships, institutional subscription and educational events.

What will your day look like?

Your day is strategically planned to optimize the time zones. In the morning, you will call your Chinese clients to further discuss the proposal made after meeting them in person. After lunch, you will discuss business with your European clients to finalize the day with a few calls to the United States to plan meetings for your trip to a large industry conference in Houston. If you ever dreamed to do business on an international scale, then this is truly a unique opportunity.

Working at a well-known brand in the Oil and Gas exploration industry gives you access to companies large and small. You will deal with all levels, from marketing managers to CEO's and everything in between. As account manager at our Corporate Relations department you will travel approx. 4 times a year. During these trips, you will meet existing clients and expand your network by introducing yourself and EAGE to potential new business.

Your responsibilities

- Maintain and grow revenue through existing and new business.
- Generate extra income for the products managed by peer account managers.
- Actively search for new business via international event visits, email, cold calling, social media, and desk research.
- Negotiating & executing annual sales contracts with different type of customers, from librarians to VP exploration.
- Coach and guide the other department in Consultative Selling when it comes to content products.

Your profile

- Bachelor degree, preferable commercial oriented.
- Minimum of 2 years' relevant work experience in events/media sales and proven track record in successful negotiations and closing deals with (global) companies.
- Excellent command of English, both written and verbal.
- Strong result-oriented and real team worker.
- Coaching capabilities and ability to work under pressure with tight deadlines.
- Experienced in working with CRM systems.
- Key Competences: Independent, Flexible, Persuasiveness and Negotiator.

Our offer

- A market conform salary.
- 30 paid holidays.
- Non-contributory pension.
- Personal training budget.

Interested?

Upload your resume (in English) on our career site by following this link: <http://eage-holding-bv.onlinevacatures.nl/en/Vacancy/Apply/85257>

Let us know in your motivational letter which role (advertising or content) fits you most.

For more information about EAGE visit our website www.eage.org.

Acquisition as a result of this vacancy is not appreciated.