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Opportunity Profile

Senior Account Manager

Location: Calgary

About geoLOGIC

Trusted, premium-quality energy data and insights

geoLOGIC is a leading information services company driven by a mission to provide premium-quality data, software, analytics, news and actionable insights to the energy industry. The solutions they deliver empower their clients to make vital decisions that drive growth and efficiency, as well as reduce risk and maximize returns. geoLOGIC (www.geologic.com) is headquartered in Calgary with teams in London and Houston, and is a portfolio company of BV Investment Partners (www.bvlp.com).

Founded in 1983, geoLOGIC has built its business around people: clients, employees, and communities. As the organization has grown, they have retained a laser-like focus on the customer experience. geoLOGIC employs teams of analysts, engineers, geologists, journalists, data entry specialists, designers, developers and managers who are dedicated to acquiring, growing, improving, and delivering premium oil and gas information. geoLOGIC delivers a uniquely 360-degree perspective on energy company and asset-level performance that's vital to producers, suppliers, consultants, governments, and agencies throughout the global energy value chain:

- **Premium subsurface data and workflow tools:** Focus operational priorities with engineering and geological insights for Canada and the United States, updated daily.
- **Analysis-ready financial and operating data:** Monitor global energy company performance with a focus on deals, costs, cash flow and ESG/emissions.
- **Compelling media solutions:** Market-leading daily news and analysis on upstream and midstream sectors, supported by cleantech and ESG coverage.

In October 2024, geoLOGIC announced the appointment of a new Chief Executive Officer who has set the organization on a path of evolution from a respected niche supplier to the Canadian upstream market to an international solutions provider. Looking to the future, geoLOGIC will be focused on delivering strong growth, building on its strong foundation to provide a unique suite of solutions and definitive insight that customers trust to navigate the energy future.

The Role: Senior Account Manager

As a **Senior Account Manager**, you will be responsible for selling software and data solutions to the Energy sector. Working closely with various stakeholders at all levels within the Company, you will be required to manage a complex sales cycle, to apply critical thinking, to understand market dynamics and to develop keen knowledge and awareness of competitive products, solutions, and offerings. The ideal candidate will be solution-oriented and be able to thrive under pressure while maintaining high levels of drive.

The primary focus of the Senior Account Manager is on outside sales, where development, coverage, and penetration of prospects and assigned accounts are required at both strategic and tactical levels. The Senior Account Manager will proactively develop and secure net-new business while maintaining and developing an existing customer base.

Reporting to the Sales Manager, this position is Calgary-based and involves working closely with their Subject Matter Experts, Solutions team, and Marketing as part of the overall objective of exceeding their sales quota.

Key Duties & Responsibilities

- Drive success of the company's goals and objectives through achieving individual sales quotas.
- Develop and execute effective and targeted account plans to ensure revenue delivery and sustainable growth.
- Establish and build strong relationships with C-suite, VPs and Senior management in E&P, Midstream, Finance, Oilfield Services, Reserves Evaluation, M&A Consulting, and other Energy sector related companies.
- Accurately forecast sales activity and track revenue achievements.
- Sell complex technology solutions to a variety of technical teams and business executives.
- Identify sales opportunities through direct prospecting, lead follow-up, networking and partner relationships.
- Log sales activities into the Salesforce CRM system.
- Professionally represent geoLOGIC in presentations, briefings, and trade events.
- Collaborate and be a team player with all internal pre-/post-sale resources.
- Develop and maintain an understanding of geoLOGIC's value, differentiators, and the competitive landscape.

The Person

- 10+ years of combined experience in sales and technical roles, preferably in the Energy Sector
- 6+ years of sales experience selling solutions to mid and large-sized enterprises within the broader energy sector including oil and gas, utilities, midstream, etc. Experience with complex software, SaaS, and/or Data would be an asset.
- Bachelors Degree in a STEM technical field (Engineering, Computer science, Mathematics or equivalent); MBA or other advanced degree is a plus.
- Measurable track record of new business development and consistently exceeding sales quota through a disciplined and systematic sales approach.
- Proven ability in managing and growing a \$1M+ territory.
- Experience in a team selling environment leveraging internal subject matter experts.

- Proven ability to successfully close six-figure software, data licensing and/or other relevant solution sales deals with prospects and existing clients.
- Demonstrated success in maintaining momentum with long sales cycles involving multiple technical stakeholders across multiple business units.
- Experience with target account selling, solution selling and/or consultative sales techniques.
- Proficient with Salesforce (or similar CRM), and Microsoft Office products.
- High standard of professionalism, honesty, and integrity.
- Strong collaborator and team player; a desire to contribute towards common goals.
- Strong listening skills, verbal and written communication skills.
- Excellent presentation skills and polished/professional demeanour.
- Pro-active team player and self-starter with the ability to drive decisions and consensus.

Compensation

A competitive compensation package including base and commission structure will be provided. Further details will be discussed in a personal interview.

Express Your Enthusiasm

Email a convincing cover letter and tailored resume (PDF or Word) to **Shalini Bhatt**y or **Chelsey Howarth** at **calgary@leadersinternational.com**, indicating the job title in the subject line of the email.

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www.leadersinternational.com