

Leaders

INTERNATIONAL

Executive Search

VANCOUVER

EDMONTON

CALGARY

SASKATOON

WINNIPEG

TORONTO

OTTAWA

MONTREAL



Opportunity Profile

**Account Manager – DOB Energy &
geoLOGIC Learning Subscription Sales**

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.

DOB Energy & geoLOGIC Learning

geoLOGIC's expert analysts and energy journalists provide daily insight into oil and gas renewable energy markets, with a focus on North America while also providing eLearning solutions that examine changing trends and technologies through a variety of products.

DOB Energy is Canada's premier source of exclusive daily news, data and analysis on issues that matter to companies engaged in exploration, production, field services, technology development, low-carbon solutions, legal support, financings and investments. Every day, thousands of industry leaders,

professionals, and decision-makers access the DOB Energy – to help them drive career growth, make better decisions, identify opportunities and trends, and track company peer performance.

ESG Learning provides live and on-demand training specifically to oil and gas executives, team leaders and sustainability professionals through Evaluate Energy - equipping today's workforce with new sustainability skills and knowledge. Through high quality on-demand e-learning, Evaluate Energy allows busy employees to learn on their own terms. The eLearning platform is fully customizable and courses can be aligned to address specific corporate requirements, messaging and branding through corporate subscriptions model.

The Role

As an Account Manager DOB, you will be responsible for selling geoLOGIC's DOB Energy (media) and Learning (sustainability) solutions to the Canadian energy sector. DOB Energy provides trusted industry news, insights, and analysis, helping professionals stay informed of key developments across the energy landscape. geoLOGIC Learning delivers sustainability and regulatory education, equipping industry professionals with the knowledge and skills needed to meet evolving standards and practices.

Working closely with stakeholders at all levels within the Company, you will manage a complex sales cycle, apply critical thinking, and demonstrate a strong understanding of market dynamics. You will also be expected to develop a keen awareness of client needs, competitive products, solutions, and offerings. The ideal candidate will be a self-starter, highly solution-oriented, and able to thrive under pressure while maintaining strong levels of drive and persistence.

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

Reporting to the Vice President, Sales, this position involves close collaboration with the DOB Energy and Learning teams, along with Subject Matter Experts and Marketing, to collectively achieve and exceed assigned sales quotas.

Key Duties & Responsibilities

- Drive the success of the company's goals and objectives through achieving individual sales quotas
- Develop effective and targeted account plans to ensure revenue delivery and sustainable growth
- Establish and build strong relationships with C-suite, VPs, and Senior management
- Accurately forecast sales activity and revenue achievements
- Business development and broadening awareness of product offering to a greater base
- Identify sales opportunities through direct prospecting, lead follow-up, networking and partner relationships

- Utilizing social media (LinkedIn) to identify, connect and nurture prospects
- Log activities into the Salesforce CRM system
- Collaborate and be a team player with all internal pre/post-sale resources
- Develop and maintain an understanding of geoLOGIC and DOB Energy's value, differentiators, and the competitive landscape

The Person

- 2-3+ years of sales experience selling media or other types of subscription packages (e.g. software services, insurance, finance) to individuals and/or corporate clients
- Measurable track record of new business development and consistently exceeding sales quota
- Proven ability in managing and growing a \$1M+ ARR territory
- Experience in a team selling environment, leveraging internal subject matter experts
- 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
- Knowledge of geoLOGIC / DOB Energy and competitor products is a plus
- Strong verbal and written communication skills
- Excellent presentation skills and polished/professional demeanour
- Proactive team player and self-starter with the ability to drive decisions and consensus
- Bachelor's Degree or equivalent practical experience

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

To apply, please email your cover letter and resume (PDF or Word document only—preferably as one document) to **Shalini Bhatt** or **Chelsey Howarth** at apply@leadersinternational.com, indicating the job title in the subject line.

Leaders Executive Search

www.leadersinternational.com