



# European Client Executive

## About the OMJ

The Oil Market Journal was founded in 1999 and provides oil traders in over 25 countries with oil prices, news and analysis on the Rotterdam, Singapore, London and New York oil markets. OMJ also covers other global energy markets.

Customers access oil market data using a cloud-based web platform built by an in-house software development team to offer customers a unique solution that is easy to use, powerful and flexible.

We are growing & progressive company and as the successful applicant you will join a highly skilled team who are focused on providing top quality products and a first-class service to our diverse customer base.

## What you will do

- Initially you will be working with our UK & Ireland clients, helping them develop their use of the OMJ products and upgrading them to new platforms.
- Pursue potential client leads and translate leads into sales.
- Continuously identify prospective customer leads in other key markets in Europe.
- Travel to meet clients and potential clients in UK, Ireland & Europe regularly. (subject to Covid -19 restrictions)

## More about the role

The successful applicant will be based at the OMJ offices in Enniskillen, Co. Fermanagh and be willing to travel regularly around the UK, Ireland and Europe as required.

This is a full-time position of 37.5 hours per week – office hours are typically 8:30am to 5:00pm but flexibility is sometimes required when travelling or when dealing with customers in other time zones.

Salary will be dependent on experience & skillset. This role carries an initial 6 month probation period.

Remuneration includes base salary, plus commission plus annual target bonus.

## Who we're looking for

We are looking for a dynamic & enthusiastic person who has the following skills / qualifications and can consistently exceed sales targets.

The successful applicant will have:

- A university degree – preferably in Finance, Economics or a Business discipline; or a proven track record in a similar role.
- Excellent interpersonal skills and the ability to work effectively within a team structure and communicate well with clients.
- Demonstrate a strong ability to pitch to clients and close deals. A previous history in any form of selling will be an advantage.
- Demonstrate an ability to consult, negotiate, advise, and persuade with a professional phone manner.
- Excellent numeracy and IT literacy with experience in using Microsoft Office and fluency in using the Internet & Email.
- A full driving licence is essential.
- General understanding of and interest in financial markets.
- Be a highly motivated, self starter.
- A second language is an advantage.

## How to apply

You can download an application form & monitoring form on our website at:

<https://www.the-omj.com/careers>

Please send your completed application and monitoring form to:

[careers@the-omj.com](mailto:careers@the-omj.com)

or by post to:

HR Department  
OMJ Limited  
1a Blackstick Road  
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## More information

For further information please contact us on: +44 (0) 28 6632 9999 or [careers@the-omj.com](mailto:careers@the-omj.com)