



European Sales Executive (2022-1-ESE)

October 2022

About the OMJ

The Oil Market Journal was founded in 1999 and provides oil traders in over 35 countries with oil prices, news and analysis on the Rotterdam, Singapore, London and New York oil markets. OMJ also covers other global energy markets including gas, power, biofuels, commodities and foreign exchange.

Customers access oil market data using a cloud-based web platform built by our in-house software development team to offer 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

- Work initially with our UK & Ireland clients, helping them develop their use of the OMJ products and upgrading them to new services.
- Develop target European markets.
- 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.

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.

Starting date: As early as 1st December 2022

Who we're looking for

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

The successful applicant will have:

- A university degree 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 new and existing clients.
- A strong ability to pitch to clients and close deals. A previous history in any form of selling will be an advantage.
- The 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.
- General understanding of and interest in financial markets.
- High self motivation and the ability to organise and manage your time.
- A good standard of written English. 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

or by post to:

HR Department
OMJ Limited
1a Blackstick Road
Killyhevin
Co. Fermanagh
BT74 1EB

Closing date

The closing date for applications is 5pm 11th November 2022

More information

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