

International Sales Coordinator

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Company: The Energy Year

Location: Buenos Aires

Category: other-general

In 2020, The Oil & Gas Year (TOGY) became The Energy Year. Our annual reports on key markets cover oil, gas, clean fuels and renewables as well as social and environmental governance. Our unrivalled reach into the boardroom can help your organisation enter fresh markets and find new partners.

The Role

Your responsibilities will include:

- Scheduling and conducting meetings with senior energy executives globally

- Building/maintaining database of key companies and executives

- Establishing and executing business strategies

- Analysing market data and defining sales potential

- Negotiating and finalising partnerships, communication campaigns and advertising contracts with public institutions and private-sector companies

- Attending exhibitions, conferences and other PR activities

- Working abroad throughout the year

Ideal Profile

- Year-round availability to travel and relocate to emerging markets on all continents

A BA/BSc or MA/MSc degree backed by sound knowledge of international relations, economics, marketing or communications

excellent communication skills and a proven adaptability to a global environment with a wide interest and/or exposure to various cultures and customs

Ambition, drive and communicative energy with highly independent and vivacious personality

Team-playing abilities and strong social skills

The ability to work under deadlines and to keep a cool head under pressure

Ideally one to three years of relevant work experience, although new graduates will be considered

Fluency in both written and spoken English with a second language (preferably Spanish, Portuguese or French) being an advantage

Excellent personal and professional presentation

No travel restrictions

What's on Offer?

An exciting and unique career within the global energy industry through strategic communication, publishing, events and advertising

An attractive compensation package, including basic + commissions, global health insurance, accommodation, communication and travel expenses

Training and fast-track promotion to a mid-level team member and subsequently to project director

The opportunity to meet world leaders, senior government officials, C-class decision-makers and global energy industry movers and shakers

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