



About Energy CX:

Energy CX is the fastest-growing energy broker in the US, distinguished by our focus on helping businesses slash their energy expenses. What sets us apart is our suite of solutions, advanced analytics, and dedicated service, all aimed at delivering lower energy costs.

Why Energy CX?

- Recession proof industry
- Uncapped commission with competitive salary
- Entrepreneurial and ambitious culture with a great team oriented environment
- Rapidly growing sales team
- No energy broker has more than 2% of the market share - limitless opportunity!

On Target Earnings

- Year 1 -> \$100,000 - \$110,000
- Year 2 -> \$150,000 - \$170,000
- Year 3 -> \$230,00 - \$250,000

Title: Account Executive

We are looking for sales hunters to work with real estate owners and operators.

About this Job

As a Sales Account Executive, you will play a pivotal role in driving revenue growth by identifying new business opportunities, nurturing client relationships, and closing sales deals.

We're seeking a dynamic AE who can build rapport with prospective clients and articulate a unique value proposition. If you thrive in a results-driven setting and have a passion for hunting down deals, this is the role for you. While leveraging any existing relationships is beneficial, be prepared to engage in proactive prospecting through cold calls and emails.

Energy CX believes in an "eat what you kill mentality."

Objectives of this Role

- Acquire new customers and expand current accounts
- Develop meeting lead and closing ability
- Gain proficiency in the energy market

Daily and Monthly Responsibilities

- Meet with potential clients
- Full cycle sales- from scheduling exploratory meetings to closing
- Continuously source new opportunities through outreach

Skills & Qualifications

- 2+ years in sales (base salary will depend on experience)
 - Proven track record of success
 - Consistently exceeds quota
 - Ranked in the top 10% of peers
 - Highly Personable - someone who can connect with anyone and develop rapport
 - GRIT - a demonstrated record of consistent performance
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ECX Benefits

PTO

- 15 days but highly flexible
- All major holidays

Insurance

- Health - 50% of Premiums
- Dental - 50% of Premiums
- Vision - 50% of Premiums

401(K)

- Employer match 20% of total contribution up to 5% of salary

Additional

- 5 work from home days quarterly
- Work from home Friday (in addition to the 5)
- Wednesday catered lunches
- Frequent company events

Energy CX Company Culture

Our culture is not for everyone.

We believe in our team's personal growth. Everyone is provided with the resources to invest in themselves and realize their full potential. At Energy CX, we challenge one another to tackle complex challenges, work hard, innovate, and grow.

We have a shared and unique set of values

Customer Obsession - Deep Desire to Delight the Customer

Continuous Growth - Fail Forward

High Standards - Raise The Bar

Bias for Action - Don't Talk, Do

Radical Honesty - Share Your Thoughts

Effective Communication - Be Clear & Concise

Prioritization - Do What's Important, Not Urgent

Long-Term Thinking - Eat Your Vegetables

Resourcefulness - Be Independent

Discipline - Be Consistent

Focus - Dive Deep

Pursuit of Fulfillment - Be Your Best

Our culture rewards personal growth and performance. Therefore, we are seeking exceptional individuals to join our incredible culture.