



About Energy CX:

Energy CX is on a mission to be the #1 energy broker in the US (currently 24th/2000). We are laser focused on helping commercial real estate companies reduce time and money spent on energy.

Benefits: Freedom & Responsibility

- **PTO**
 - 15 days but highly flexible
 - All major holidays
- **Medical Insurance**
 - ECX pays 50% of premiums
- **401 (K)**
 - Employer match 20% of total contribution up to 5% of salary
- **Misc**
 - Additional 5 work from home days quarterly
 - Work from home Fridays
 - Wednesday catered lunches
 - Frequent company events

Why Energy CX?

- Recession proof industry
- Uncapped commission with competitive salary
- Entrepreneurial culture + great team oriented environment
- Previous successful producers from JLL & CBRE
- Leverage your existing book of business

Title: Channel Partnerships Manager

About this Job

Energy CX is rapidly growing its team and is looking for an experienced channel manager with a proven track record of success. This is a critical role and you will be required to have a good mix of abilities that include: ability to understand and explain multiple products' value propositions, strong communication and presentation skills to create and own training programs. This position is for someone who has extensive experience successfully hunting and maintaining channel partnerships.

Functions & Responsibilities:

- Create a scalable Channel Partner management program that enables new partners to effectively cross sell ECX's services
- Maintain direct and active relationships with partners, including proactive sales and technology enablement
- Work closely with partners and product marketing teams to strategically deliver product training, assets, and collateral
- Be a liaison between partners and sales
- Be responsible for success metrics and partner growth
- Operate with little oversight, be an executor, and be able to drive excitement and growth across partners
- Spearhead with partner recruiting

Skills & Qualifications

- 3+ years in channel partnerships (base salary will depend on experience)
- Proven track record of success (consistent quota attainment)
- Excellent communication, interpersonal, and organizational skills
- Highly competitive

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.