



## **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 to 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:**

We believe in **Radical Honesty**. Sometimes your feelings might get hurt.

We believe in **Prioritization**. Your time matters - we make sure you use it wisely.

We believe in **High Standards**. Your output is scrutinized and celebrated.

We believe in **Continuous Growth**. We expect consistency.

We believe in **Bias for Action**. We like doers, not talkers.

We believe in **Clear Thinking**. We expect clear communication and thought.

We believe in **Long Term Thinking**. You must invest in yourself for the long term.

We believe in **Resourcefulness**. We believe hand holding prevents growth.

We believe in **Work/Life Balance**. We want everyone to thrive inside/outside of the office.

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

## **About Energy CX:**

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

- **Freedom & Responsibility**
  - Work From Home Fridays

- Additional 5 Work From Home Days Quarterly
    - 15 PTO Days
    - Holiday Pay
  - **Benefits**
    - Competitive Salaries
    - 401k Matching
    - Health Insurance (50% covered)
    - Wednesday Team Lunches
    - Company Events
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**Title:** Account Associate

### **About this Job**

The person for this job is naturally tenacious and relentless in anything they do. They are competitive and love to win. This person thrives in a results-oriented environment. Energy CX believes anyone with persistence and energy can succeed in this role.

We're seeking a growth oriented individual, who wants to be part of a small, fast growing company. This role demands a person who is competitive, hungry and is resourceful.

### **Objectives of this Role**

- Setting up meetings with commercial real estate organizations
- Hitting or exceeding quotas/metrics
- Continuously develop sales skills

### **Daily and Monthly Responsibilities**

- Cold calling
- Lead generation
- Live objection handling
- Constant training and development

### **Skills and Qualifications**

- 0-3 years in sales (base salary will vary depending on experience)
- Proven track record of success
- Excellent communication, interpersonal, and organizational skills
- Highly competitive