



Company Culture

We believe that “culture eats strategy for breakfast.” ECX has a winning culture that is built on customer obsession, innovation, and long-term thinking. We look for people who exemplify our cultural beliefs, which gives us a competitive edge. People who work at Energy CX love to win, prioritize constantly, and act quickly.

We are on a mission to provide commercial real estate owners and operators a hassle-free service to control utility costs and operations by functioning as an energy department.

- **Freedom & Responsibility**
 - Work from home Fridays
 - Additional 5 Work From Home Days Quarterly
 - 15 Days PTO
 - Holiday Pay
- **Compensation & Benefits**
 - OTE: \$105,000-\$200,000
 - 401k Matching
 - Health Insurance
 - Free Office Parking
 - Wednesday Team Lunches

Title: Account Manager (“Producer”)

About this Job

The person for this job is naturally tenacious and relentless in anything they do. They enjoy hunting for deals and working in a results-oriented environment. Energy CX believes in an “eat what you kill mentality.” Apart from earning recurring commissions, your salary will rise with the size of your book.

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

- Acquire new customers and meet or exceed sales targets
- Maintain and increase the size of existing client accounts
- Continuously develop sales skills

Daily and Monthly Responsibilities

- Meet with potential customers and grow long-lasting relationships by understanding their needs
- Grow your network to create more new customer opportunities
- Continuously sourcing new opportunities through outreach

Skills and Qualifications

- 0-5+ years in sales (base salary will vary depending on experience)
- Proven track record of success
- Excellent communication, interpersonal, and organizational skills
- Highly competitive