



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, that give us a competitive edge. People who work at Energy CX are: competitive (they love to win), organized (they prioritize constantly), and smart (they think quickly, and have a bias for action).

We are on a mission to provide commercial real estate owners and operators a hassle-free service to control utility costs and operations by function 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
 - 401k Matching
 - Health Insurance
 - Free Office Parking
 - Wednesday Team Lunches

Title: Client Success Manager

About this Job

The person for this job is naturally tenacious, and relentless in anything they do. They enjoy developing relationships with anyone and every one, some would refer to this person as "unusually friendly." Their goal would be to manage and grow our base of 250 independent contractors.

Our ideal candidate has in-depth knowledge and experience with the sales process, excelling in relationship building and motivating teams to close deals. We're seeking a quick learner with strong sales skills, and a track record of success who can inspire the same in others. The role demands a leader with a sharp mind and the ability to coach, advise, motivate, or replace independent contractors to create and maintain a high-performance sales force.

Objectives of this Role

- Recruit, train, motivate and advise a team of independent sales representatives
- Achieve company objectives through effective planning, setting sales goals, analyzing performance data, and projecting future performance
- Continuously develop personal leadership, hiring, and training skills while ensuring the team is using effective sales tactics to meet revenue objectives

Daily and Monthly Responsibilities

- Meet with potential partners and grow long-lasting relationships by understanding their needs
- Track, analyze, and communicate key quantitative metrics and business trends as they relate to partner relationships
- Recruit salespeople, set objectives, train and coach, and monitor performance ensuring assigned tasks and responsibilities are fulfilled

Skills and Qualifications

- 4+ years in sales management, customer or partner success
- Proven track record of success
- Excellent communication, interpersonal, and organizational skills
- Superb leadership ability
- Experience with Hubspot CRM