



About Energy CX:

Energy CX is on a mission to be the #1 energy broker in the US (currently 18th/2000). We are laser focused on helping commercial real estate companies reduce time and money spent on energy.

Why Energy CX?

- Recession proof industry
- Competitive salary
- Entrepreneurial culture + great team oriented environment

Title: Sales Manager

About this Job

This person loves growing revenue and increasing sales team performance. They have a proven track record of success of exceeding revenue targets. They enjoy working in a results-oriented environment. And love working with salesmen to improve their performance. This person is highly organized and has experience creating sales systems and processes that boost productivity and allow for real time tracking.

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

- Onboard and train new hires
- Manage and continuously develop sales team
- Exceed sales targets

Daily and Monthly Responsibilities

- Updating and improving sales process
- Actively managing & coaching reps

Skills & Qualifications

- 2-5+ years sales management experience
 - OTE: \$100,000-\$150,000 (based on experienc)
- Proven track record of success
- 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

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.

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

- Paternity/Maternity leave
- 5 work from home days quarterly
- Work from home Fridays (in addition to the 5)
- Wednesday catered lunches
- Frequent company events