



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.

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

On Target Earnings

- Year 1 -> \$135,000 - \$155,000+
- Year 2 -> \$195,000 - \$220,000+
- Year 3 -> \$315,000 - \$350,000+

Title: VP of Sales, [CRE Asset Class]

We are looking for sales hunters to focus on the following asset classes: Multi-Family, Office, Tenant representation (asset class agnostic).

About this Job

Energy CX is rapidly growing its sales team and is looking for an experienced professional with a proven track record of success. This position is for someone who has extensive experience in one of the asset classes above, with the ability to leverage their own book/relationships for immediate success, and are able to ultimately manage a team and grow vertically with the company.

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 increase with the size of your book and team.

This person has established relationships with decision makers in their asset class, similar to other leaders we've added from JLL & CBRE, who have seen immediate success.

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 clients 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 & Qualifications

- 3+ years in sales/brokerage (base salary will depend on experience)
- 5+ years experience building relationships with CRE owners/operators
- 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.

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

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