



About Energy CX:

Energy CX is the fastest-growing energy broker in the US, distinguished by our focus on helping businesses slash their energy expenses. What sets us apart is our suite of solutions, advanced analytics, and dedicated service, all aimed at delivering lower energy costs.

Why Energy CX?

- Recession proof industry
- Uncapped commission with competitive salary
- Entrepreneurial and ambitious culture with a great team oriented environment
- Leverage your existing book of business
- No energy broker has more than 2% of the market share - limitless opportunity!

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 an experienced salesperson to focus on the following asset classes: Multi-Family, Office, Landlord Representation.

About this Job

Energy CX is expanding its sales team and is seeking an experienced professional with a proven track record of success. This position requires extensive experience in one of the asset classes above, utilization of established relationships to drive immediate results, and eventually, management of a team.

The ideal candidate is inherently tenacious and driven, thriving in deal hunting and a results-driven environment. At Energy CX, we embrace an "eat what you kill" mentality. In addition to recurring commissions, your salary will scale with the growth of your client base and team.

Objectives of this Role

- Acquire new customers
- 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
- Full cycle sales- from identifying prospects to closing business
- Stay on top of industry trends to provide accurate sales forecasting

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
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ECX Benefits**PTO**

- 15 days but highly flexible
- All major holidays

Insurance

- Health - We cover 50% of your monthly premium cost
- Dental - We cover 50% of your monthly premium cost
- Vision - We cover 50% of your monthly premium cost

401(K)

- Employer match 20% of total contribution up to 5% of salary

Additional

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

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.