



**Employer:** Just Energy  
**Position:** Sales Specialist  
**Department:** Sales  
**Reports to:** Director, Sales (Western Canada)

**Business Profile:**

Just Energy is one of North America's leading electricity and natural gas retailers with offices in Canada and the U.S. Through its affiliates under its parent, Just Energy Income Fund, a publicly traded Income Trust (TSX: JE.UN), Just Energy provides over 1.6 million residential, small to mid-sized commercial and small industrial customers with the peace of mind that comes from knowing that they are protected from energy price volatility. In addition, through its subsidiary National Home Services, Just Energy sells and rents high efficiency and tankless water heaters, and through its subsidiary Terra Grain Fuels, produces and sells wheat-based ethanol. Just Energy is poised to become an industry leader in providing environmentally responsible energy supply solutions to consumers across North America.

Just Energy continues to focus on growth, professional development and fostering an entrepreneurial spirit that has made the company what it is today. We are looking for individuals interested in joining a fast-paced, dynamic, and growing company that is also a leader in the North American retail energy market. We offer competitive compensation with incentive bonuses, group benefits, a dynamic working environment and opportunity for growth that is unparalleled.

**We are:**

- operating in one of the fastest growing and most exciting new industries in the world;
- offering the one product that everyone consumes: energy
- growing at an incredible speed, as one of Canada's leading major income funds;
- managed by a knowledgeable, respected and accessible team of energy industry leaders
- seeking enthusiastic, flexible and motivated people to grow with us!

**What can you do for us?**

We need you to facilitate growth in our Alberta regional office. This means you will interact with customers, prospects and our internal departments (Marketing, Operations, Customer Service, Legal), to ensure that our targets are exceeded. You will assist with and create exciting new ways to drive sales in our markets through a combination of inside/outside sales, working with existing contacts, analyzing Natural Gas and Electricity market trends and opportunities for growth. With your masterful communication and problem-solving skills you will be relied on to grow our customer base in Alberta

**What are we looking for?**

Individuals with a strong university degree (in Business/Commerce, Engineering, or Economics) or college diploma plus equivalent experience are preferred, together with a business and/or sales and marketing focus. Three to six years of experience in a direct sales environment is a big asset, as is prior experience in the natural gas or electricity sectors.

Multi-tasking is a necessity, as prioritization must be a strong point, and meeting tight deadlines should come naturally for you. We require a personable and energetic individual who is comfortable and confident interacting on the phone, in person, and operating under pressure and working with complicated problems. Individuals must be prepared to put their superior creative, analytical, and people skills to use for us as the end result must be someone who can drive sales!

**How do you apply?**

If you are interested in an opportunity with Just Energy, we hope to hear from you soon. Note that additional details about the company can be found at the following websites: [www.je-un.ca](http://www.je-un.ca) and [www.justenergy.com](http://www.justenergy.com)

Please send resume via email to: [careers@justenergy.com](mailto:careers@justenergy.com) and ensure you place the name of the position in the subject of the email.