

Position: Account Executive

Location: Houston, Texas



As an Account Executive, the successful candidate will work as a part of an internal sales team focusing on the Texas and West U.S. markets of Just Energy. The Inside Sales staff is the frontline of delivery to building a strong loyal customer base.

This position will work collectively to continue to drive the company and one another forward. We dedicate ourselves to building rapport with our customers at the first point of contact, and in turn develop a long term relationship. This position will allow the individual to gain exposure to many areas within Just Energy. The responsibilities of the successful candidate may include but are not limited to:

Why you should join Just Energy:

We are a North American market leader in retail energy, green energy, and home services, with a market capitalization of nearly \$2 Billion, and millions of happy customers. Our highly collaborative work environment is described by three simple words: ENERGY, OPPORTUNITY, and GROWTH. We provide an energetic and engaging work environment that is focused on professional and business growth, and where our colleagues have opportunities to excel and be rewarded with further growth opportunities, competitive compensation, performance bonuses, share ownership, and group benefits. If you are energetic, bright, driven, and you want to be part of something really great, then join us. You can realize your potential here at Just Energy.

Your primary accountabilities:

- Answering all inbound commercial calls regarding new sales quotes or bids
- Actively cold call and prospect for new business through manual prospecting and sales campaigns
- Generating net new leads and customers in targeted markets- (outbound calls)
- Detailed-oriented and highly organized.
- Immediately responding to email inquiries and following up on pending requests until the quote request has been closed or finalized.
- Customizing commercial proposals and sales collateral for potential clients based on individual client needs
- Create cost analyses based on market specific customer historical data
- Utilize sales tools to manage and increase close ratio of sales leads
- Prepare commercial agreements and enrol customers into company shared database
- Proactively consult with existing accounts to identify needs and promote and sell additional products and services
- Negotiate rates/prices and create and maintain policies to ensure customers are receiving the best service

Your qualifications:

- Previous experience in sales – 2-5 years required
- Bachelor's degree preferred
- Previous experience working with business/customer information systems
- Relevant experience working with Microsoft Excel and Access
- Strong interpersonal relationship skills; resilience and tenacity to juggle multiple competing interests and drive to a resolution.
- Bilingual candidate a plus.

How you should apply:

Please send us your resume by email to careers@justenergy.com with the name of the position in the subject line

Please visit us at justenergy.com and je-un.ca