

Position: Account Manager, Commercial Client Services

Location: Houston, Texas

Reports To: Director, Commercial Client Services



Your opportunity:

The Account Manager is a pivotal role to the retention and growth of our commercial business. In this role you will ensure client satisfaction by identifying current and future customer needs and proposing value-added solutions that increase our market share and account penetration. In addition to managing existing accounts, you will establish and execute on a comprehensive territory business development plan which generates sales growth to meet sales targets.

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 more than \$2 Billion, and millions of happy customers. Our highly collaborative work environment is summed up in 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:

- Negotiate rates/prices and create and maintain policies to ensure customers are receiving the best service
- Proactively consult with existing accounts to identify needs and promote and sell additional products and services
- Liaise between client and internal organization departments to handle account management issues as they arise
- Partner with the Sales Group to develop proposals and presentations targeted at solving business needs of prospects
- Complete internal sales processes to ensure a high level of quality and seamless client experience
- Develop action plans to address problem areas and participate in the development of short and long range goals
- Provide Price Watch service to Key Accounts by setting-up and maintaining models for Key Account Customers and provide weekly updates to customers
- Own the contract and contract renewals for network for of existing clients and process add/delete contract changes, including pricing, contracting and processing

Your qualifications:

- University degree in Business, Commerce or Marketing combined with at least 2 years of sales experience managing large commercial accounts
- At least 2 years of Technical, Business Development or Sales experience within direct marketing energy sector
- Demonstrated ability to meet and exceed sales targets
- Strong business acumen with analytical ability to assess client needs and translate into business requirements
- Excellent communication skills and networking abilities with internal and external contacts
- High level of initiative and work well in a team environment
- Motivated, empathetic, goal oriented, persistent and a skilled negotiator
- Ability to travel within Canada and US

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