



**Employer:** Energy Savings Group  
**Position:** Regional Director of Sales – New York  
**Department:** Sales  
**Reports to:** Senior Vice-President, Commercial

**Business Profile:**

Just Energy is part of a group of companies that form one of the largest energy suppliers in North America servicing over 1.6 million residential customer equivalents across eight markets, and is one of Canada's top performing income funds with a market capitalization of \$2 billion. Just Energy provides Natural Gas, Electricity Fixed Price and Price Protection Programs to residential and commercial customers. Our products and services assist customers by reducing or eliminating their exposure to fluctuating energy prices.

With 26 offices across the United States and Canada, and more than 600 independent contractors, we supply natural gas and electricity to close to one million residential and commercial customer accounts.

**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; and
- seeking enthusiastic, flexible and motivated people to grow with us!

**What can you do for us?**

We are looking for individuals to build our commercial sales business to large commercial accounts in specific markets. It is an opportunity with significant growth potential. The company is in the process of creating a distinct brand that will deliver products and services to this segment. You will have the opportunity to create this business as it grows. Energy Savings offers an unparalleled opportunity to grow for those candidates that excel, including expansion of responsibility to multiple territories and new markets.

Responsibilities will include, but are not limited to the following:

- Responsible for all sales in this segment and assigned region
- Identify products and services that will be required to build business with significant market share
- Responsible for implementation of products and services specific to your territory
- Sales would encompass new and renewal sales as well as account management

- Build sales and account management teams as market opportunity dictates
- Sales channels would be direct, but will consider other channels such as consultants and brokers.
- Responsible for lead generation
- Attend industry events as required to establish brand and profile of company within government and business community

### **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 a proven deal maker. You will be tasked with helping to create and build the new brand in your territory so commercial acumen, problem solving ability, initiative and an overwhelming drive for success will be key assets.

### **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 website: [www.justenergy.com](http://www.justenergy.com).

To apply, please submit your resume to [hkus@energysavings.com](mailto:hkus@energysavings.com) and indicate the position title as the subject of your application.