

Respond Energy Solutions LLC

Respond Energy Solutions LLC (RES) provides energy services to customers in the ERCOT region of Texas, presenting and providing customers with the most competitive prices and service. RES is a dealer in the solar business. RES is a women-owned and EEOC business.

Contract Outside Sale Position Description:

The Contract Outside Sales position initiates, negotiates and closes energy sales transactions with potential customers of RES. Responsibilities would include cold calling, educating customers on the available energy options provided by RES, establish relationships and participating in negotiations to close transactions. In depth training in sales procedures will be provided, relating to Public Utility Commission of Texas rules and regulations, including ERCOT region protocols. Compensation will be solely based on commission. Commission will be calculated on the basis of revenue received according to RES policies.

Skills and Competencies:

- The ability to engage business owners and managers
- Able to present value added offers and presentations
- Capable of effectively managing a daily schedule of new visits and appointments
- The ability to meet monthly sales goals

Requirements:

- Minimum of 2 years of outside cold calling sales experience
- Experience using consultative sales techniques to close the sale
- Experience making a high volume of daily visits to commercial customers
- Excellent communication skills and the ability to successfully cold call customers
- Possess a strong work ethic and a high level of personal integrity and professionalism
- Proficient in computer skills, including Word, Excel and PowerPoint
- College degree preferred, but not required
- Reliable transportation
- Background check and drug screening required
- Fluent in English, both written and oral; bilingual preferred

Benefits:

- Unlimited earning potential with no commission cap
- Monthly car allowance for gas
- Excellent sales materials

- Opportunity to expand your product line when RES begins selling renewable energy products such as solar panels

Note: Relocation package not available.

Please submit resumes to:

contact@respondsol.com