

**Job Title**

Representative, Indirect Sales

This is an ENTRY LEVEL sales position ideal for a candidate looking to gain knowledge and experience in the retail power industry by building strong working relationships. Learn the industry from A to Z while advancing your career at Summer. The Indirect Sales Team's principal goal is to ensure excellence in service to our third parties which include aggregators, brokers, and consultants. If you are a highly motivated individual with a strong work ethic and willing to learn, this position is for you.

Reports to

President Senior
Business Development Manager

Location

Houston, TX

Pay Structure

Salary plus Commission/Bonus
Benefits after 90 days of employment
Company provided medical and dental insurance
At least two (2) weeks for vacation as well as customary holidays
Free parking and business casual dress (appropriate)
Eligible for benefits after 90 days of employment

Job Functions

- Respond to pricing requests, complete proposals, and negotiate contracts with aggregators, brokers, and consultants.
- Generate business that meets or exceeds quota, as well as ensure exceptional service.
- Develop third party, broker relationships through cold calling, referrals, and face to face meetings.
- Completion of weekly, or more frequent as deemed necessary by management, sales management reports.
- Pre and post-sales support.
- Acts as a team member with all employees of Summer Energy.
- Complies with all Summer Energy policies and procedures.
- Performance evaluation to be completed after 6 months (and annually thereafter) at which time employee will be assessed based on goals and meeting the above expectations of the job function. Requirement
- Willingness to learn and grow with the Company.
- Motivated with strong negotiating skills.
- Positive and proactive attitude with excellent communication skills.
- Ability to deal and interact with varying level decision makers.
- Must self directed and able to learn business and new products quickly.
- Ability to work and contribute as an effective team player in a fast paced sales environment.
- Excellent database, spreadsheet, word processing, and presentation skills.
- Ability to coordinate and manage internal resources with third parties to successfully execute the sales process.
- Light travel schedule.

Education /Experience

Entry level sales position.
College education required.
Good working knowledge of Microsoft product suite.

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