



Commercial Energy Advisors - Los Angeles

Currently seeking highly motivated individuals to build our team of independently contracted Commercial Energy Advisors. You will be responsible for developing a diverse portfolio of commercial customers across North America. Daily responsibilities will include developing contacts, pursuing leads, building a book of mid- to large-sized commercial and industrial clients and performing against monthly sales targets.

Ideal candidates will have extensive sales experience, including an existing background in the energy space, be comfortable procuring and pitching Pathway's value proposition to executives and other leaders of commercial and industrial businesses, and a history of demonstrated success exceeding sales targets at the commercial level. The Commercial Energy Advisor position will be based in Los Angeles. Travel will be limited and determined by the needs of individual clients.

Required Qualifications:

- 4-year college degree preferred
- Minimum of 3-5 years b2b sales experience
- Minimum of 1-2 years of experience in the energy space
- Superior communication skills
- Above average computer proficiency and a demonstrated ability to multi-task
- Proven sales ability with a demonstrated ability to exceed sales targets
- A working knowledge of the deregulated energy market, and the ability to quickly develop deep product knowledge

What We're Really Looking For:

- Persistent spirit with a superior work ethic
- Team player who is assertive, goal-oriented and positive
- Desire to work in a dynamic, fun and fast-paced environment
- Sense of humor
- Experience in closing sales over the phone and electronically, preferably energy solutions, energy hardware, energy software, or energy management services in the commercial, institutional, and/or industrial markets
- Ability to develop strong customer relationships in a highly competitive industry

What We Have to Offer:

- High \$ commissions with option for residual income
- Weekly bonuses
- No office politics - Fair advancement opportunities