



Position: Energy Consultant
Department: Amerex Energy Services
Reports To: Senior Vice President, Retail

Founded in 1978, Amerex Brokers LLC is a leading over-the-counter energy brokerage offering services in electricity, natural gas, emission credits and allowances, renewable energy credits, data services and retail energy procurement consulting. Amerex offers liquidity and timely execution to meet the needs of a global client network of more than 1,000 firms. Amerex is a wholly-owned subsidiary of GFI Group Inc. (NYSE: GFIG), a leading inter-dealer broker specializing in derivatives products and related securities.

Started in 2004, Amerex Energy Services (AES) is the retail consulting division which advises commercial, industrial, institutional and governmental entities in developing and implementing energy purchasing strategies. Operating in all deregulated electricity and natural gas markets across the U.S., AES offers unmatched market intelligence and depth of experience in providing comprehensive energy price risk management services. Headquartered in Sugar Land, TX, we offer a dynamic and fast-paced work environment centered on a culture of teamwork and growth.

Energy Consultant

This position requires a highly motivated, driven, competitive and competent individual committed to succeeding in energy consulting services sales. The role is focused on growing Amerex's retail business via the acquisition of new clients, and the successful management and retention of those clients. The Energy Consultant must oversee and manage all activities throughout the consultative sales process, identifying needs, providing solutions and exceeding expectations. Preference will be given to individuals with experience acquiring and managing large commercial, industrial or institutional accounts for retail suppliers or energy consultants.

Responsibilities

- Diligently acquire new clients to profitably grow Amerex's retail energy consulting division by selling energy consulting services and associated products.
- Develop and maintain strong relationships with and a solid understanding of existing clients' businesses to maintain a very high renewal rate of contracts. Continuously understand decision maker dynamics and assess current and future needs.
- Drive the sales process from lead generation and initial contact through contract closing and renewals in the assigned territory and customer segments.
- Collect all necessary information and documents from clients to allow Amerex to provide consultative advice and facilitate agreements with retail suppliers.
- Respond to Requests for Proposals (RFP) from prospective clients for energy consulting services, and manage all aspects of Amerex's response by working across all groups needed to prepare a complete response.



- Deliver presentations to clients and groups to demonstrate Amerex’s capabilities and value propositions, and represent Amerex at trade shows and industry conferences.
- Promote a positive work environment, develop effective working relationships, and demonstrate effective teamwork and team selling.
- Maintain effective communication with clients, coworkers and retail suppliers.
- Escalate and ensure client issues are resolved in a timely and satisfactory manner.
- Maintain CRM system records to reflect accurate client information and sales activity, adhering to proper process flows. Produce sales management reports.
- Prepare reports for ongoing client needs as directed.
- Contribute to achievement of team goals and objectives.
- Other responsibilities commensurate with position as assigned.

Qualifications

- Proven ability to achieve and exceed sales targets
- Bachelor’s degree, preferably in Business, Marketing or a Technical Field.
- 5+ years professional selling experience, preferably with retail energy experience
- Familiarity with deregulated U.S. electricity or natural gas markets
- Strong people skills with ability to communicate effectively in person, verbally and in writing
- Must be self motivated, possess a strong work ethic and attention to detail, and able to work in a fast-paced environment with multiple deadlines
- Must possess unquestionable integrity and always be willing to do what is right for the client and the company
- Ability to problem solve and engage others as needed
- Ability to learn and adhere to business processes and rules, maintaining high quality
- Must demonstrate a professional appearance and demeanor, and promote a positive work environment
- Ability to work normal office hours (8am to 5pm) and beyond as needed.
- Strong computer skills, specifically with Microsoft Office software (Outlook, Excel, Word, PowerPoint); CRM experience is a plus, preferably with Salesforce.com
- Travel is required

Compensation

Our salaries are competitive and commensurate with performance. Benefits include medical, dental and vision insurance, and 401(k) savings options. Expenses will be reimbursed in accordance with company guidelines.