

Full Time or Part Time Sales Representative

ABOUT MUIRFIELD ENERGY:

Join Muirfield Energy as we expand into Florida's deregulated natural gas market! This expansion has once again positioned us for unprecedented growth.

Muirfield Energy is one of the leading energy brokerage and consulting firms for the commercial & industrial sector in the United States. Our services include the states of Florida, Illinois, Indiana, Michigan, New Jersey, New York, Ohio, and Pennsylvania.

Our Mission is clear. We build trusted partnerships with our clients through long-term relationships and personalized service in order to properly manage their energy needs and reduce their energy costs. We stand by our core values which are honesty, integrity, dedication, and reliability. We are committed to growing our company and our employees. Our environment enables us to attract and retain top talent, which has been key to our success.

Muirfield Energy has entered into agreements with major suppliers to negotiate lower natural gas rates for commercial accounts. We are seeking to fill various 100% commission only independent contractor positions throughout the state of Florida. This is not a multi-level marketing opportunity.

ARE YOU A B2B DEALMAKER?

Muirfield Energy has immediate openings for qualified B2B outside sales professionals who have had success in other industries (i.e. telecommunications, merchant services, mortgages), have a network of industry contacts, and a desire to earn additional income. We are looking for outside sales hunters with a great work ethic who put a major emphasis on relationship building and consultative selling. The ideal applicant will be a proven sales professional that has the ability to learn and adapt quickly. This is an excellent opportunity for highly motivated individuals.

BENEFITS:

- **Training, Tools & Support Provided** - We will give you the training, tools, and support you need to be successful. You will be provided with leads lists.
- **No cap on commissions.**

KEYS TO SUCCESS:

- **Patience and Focus** – Tenacity and focus on long term goals will yield life changing results in this industry.
- **Discipline** – You must be well organized with a disciplined approach.
- **Tenacity** – You must be skilled at getting to decision makers.
- **Follow Up** – You must possess the necessary follow up & follow through skill sets.

RESPONSIBILITIES:

- Educate businesses about natural gas deregulation.
- Develop an understanding of the customer's needs and requirements.
- Effectively present Muirfield Energy's value proposition and educate the decision maker on how we can reduce their natural gas costs.
- Present proposals/quotes, which are generated by Muirfield Energy's corporate office.
- Recommend best product and price solution to meet the customers' needs.
- Close deals and process executed supply agreements via in-person meetings, phone and/or by e-mail.
- Follow up with new customers after they transition to one of Muirfield Energy's natural gas suppliers to ensure accurate enrollment and pricing.
- Remain up-to-date on the latest energy market developments, trends, and regulations in the market place.

WHY SHOULD I WORK FOR MUIRFIELD ENERGY?

- Muirfield Energy has a greater than 90% customer retention rate.
- Consistently achieving double-digit revenue growth – our Sales Representatives grow their income potential year after year!
- We provide training during our on-boarding process, as well as continuous training throughout your career.
- You will receive support from our experienced and highly professional Sales Support Administrator, Pricing, Contracts, Customer Service, Commissions, and Marketing team members.

PHYSICAL REQUIREMENTS:

Ability to sit at a desk and computer terminal for long periods of time.

Ability to perform outside B2B / door to door sales by foot and by phone.

SKILLS:

- Outbound business-to-business (B2B) phone marketing or sales experience required.
- Basic computer skills along with a proficiency in the Microsoft Office Suite (Word, Excel, Outlook, etc.)
- Effective verbal & written communication skills required as well as active listening skills.
- Ability to prioritize & multi-task customer issues.
- Ability to be assertive and persuasive without being aggressive.
- Ability to adapt rapidly to a fast paced, team oriented environment.
- Reliable transportation is a necessity.
- Professional appearance, attire & demeanor.
- Strong work ethic required.

Send your resume to careers@muirfieldenergy.com

Visit our website at www.muirfieldenergy.com to learn more about this opportunity.

Muirfield Energy is an Equal Opportunity/Affirmative Action Employer; M/F/D/V.

Muirfield Energy believes that diversity leads to strength.