Job Title
Marketing Analyst, Multi-family Services

Reports to
Business Development Manager, Multi-family Services

Location
Houston, TX

Pay Structure
Salary plus bonus/commission
Benefits after 90 days of employment

Job Functions

- Assist in the development of the Multi-family/Property Management segment.
- Assist in creation of presentations and proposals with key personnel at Property Management companies.
- Develop relationships with key personnel at Property Management companies.
- Pre and post-sales support with the Property.
- Assist in training personnel at Property Management companies.
- Respond to service questions from Property Management company personnel and act as liaison between Summer Energy and Property.
- Communicate regularly with other managers, directors, vice president, president, and other designated contacts within the organization.
- Acts as a team member with all employees of Summer Energy.
- Complies with all Summer Energy policies and procedures.
- Completion of weekly, or more frequent as deemed necessary by management, sales management reports.

Requirements

- Motivated professional with proven successful track record in the Multi-family services segment.
- Strong negotiating skills.
- Ability to deal and interact with varying level decision makers.
- Must self directed and able to learn business and product 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.

Education /Experience

- College education preferred.
- Experience in selling retail commodity products to the Multi-family market is preferred but not required.
- Experience in deregulated electricity market is perferred.
- Experience in coordinating and managing internal resources with customer needs to successfully execute the sales process is preferred.

Submit resumes to careers@summerenergy.com