

Outside Sales: Energy Advisor – Rochester, NY

BlueRock Energy, Inc.

The energy industry is a booming hotbed and growing exponentially. Become part of a team that breeds passion and energy. BlueRock is growing at a rapid pace and we want to bring aboard passionate energetic individuals to help us surpass our goal. BlueRock Energy is a total energy solutions provider of electricity and natural gas products and services. We supply energy to residential, commercial and industrial markets across New York, Connecticut, Pennsylvania, Massachusetts and New Jersey. For the past decade, BlueRock Energy has grown to become one of the most trusted and customer-friendly energy solutions companies, growing its customer base to include 21,000 loyal residents and business owners, and having been recognized by Inc. Magazine as one of the 5,000 Fastest-Growing privately held companies in the United States. The BlueRock Energy brand has become one of the most recognizable in the energy solutions category and has become an official partner of well-known iconic organizations such as, the Buffalo Bills, Syracuse Silver Knights, Syracuse Crunch, Syracuse Chiefs and more.

Job Description:

BlueRock Energy is seeking a motivated, goal oriented, coachable individual to fill an Energy Advisor position covering an assigned territory in the Rochester, New York area. This individual must have a confident, no fear attitude to develop and maintain their pipeline by prospecting in person, over the phone, as well as networking and producing referrals.

Energy Advisors with BlueRock Energy enjoy a highly competitive base salary, monthly uncapped commissions, monthly residual commissions, 401K program, health benefits, company provided mobile phone, printer/copier/fax, and laptop computer for home office use.

Major Responsibilities:

- * Prospect by foot and by phone daily to obtain new business in designated territory.
- * Present face to face with business owners.
- * Close commercial energy transactions with a consultative approach.
- * Present sales material in a highly ethical manner.
- * Communicate effectively with clients and prospects.
- * Capable of learning and explaining energy market developments to prospects.
- * Consistently achieve monthly sales goals.

Requirements:

- * Associates Degree or higher preferred.
- *Willing to train in the energy industry.
- * Experience in outside B2B consultative sales preferred, but not mandatory.
- * Aggressive, energetic, and highly motivated.
- * Positive thinker with strong work ethic and no fear attitude.
- * Self disciplined to work from home in a designated territory.
- * Ability to generate own prospect list and successfully complete on a daily basis.
- * Experience using a computer: Microsoft Office, Word, Excel, and Outlook.
- * Excellent oral and written communication skills.

EOE

Please email resumes to brittanymurphy@bluerockenergy.com .