

BROKER LIAISON/ELECTRICITY SALES REPRESENTATIVE

Brilliant Energy has an immediate opening for an individual who has the motivation and skills to build business relationships with high volume energy brokers in the deregulated electricity market in Texas. The successful applicant will work on the broker desk in the Houston, Texas office.

The position requires

- Oral and written communication skills to deliver presentations that establish credibility
- Ability to inspire confidence in the company
- Experience in deregulated energy industry preferred
- Responsible for selling and negotiating fixed price, indexed, and other complex energy products to commercial and industrial customers
- Planning and negotiating skills
- Tact in obtaining customer credit and usage information to support pricing and approval process
- Self motivation to work independently within defined policies
- Flexibility to work irregular hours when job demands require
- Degree preferred
- Background in sales and/or customer relations in the Electricity industry preferred
- Building and maintaining business relationships with target markets that include small to medium sized businesses in Brilliant Energy's electricity service area.(ERCOT)
- Able to manage projects, and ability to develop an understanding of the industry
- You must possess basic office, computer, and organization skills

Qualified individuals are encouraged to apply, send resume in word format via e-mail to customerservice@brilliantenergylc.com or fax to 713-789-8806. Please include your salary requirements in the body of your e-mail or fax.