



Alden Energy Consulting LLC

Job Invitation – Sales Development Representative

Who we are and what we're looking for:

Alden Energy Consulting LLC is a full service, independent energy consultancy and brokerage firm focused on savings our clients' money through enhanced procurement methods or through energy conservation projects. Our small size and independence allow us several advantages, but mainly it resonates at the customer level, where each can receive both guidance and advocacy in a complex energy marketplace that is truly in their interest and not just in ours. We are both a registered aggregator (#80421) and electricity broker (#BR190062) with the Public Utility Commission of Texas, as well as an ERCOT IMRE market participant.

We are always looking for "A" players to join our team and help us meet our goals for growth. No matter the role, candidates for employment must be resourceful, hard-working, and accountable in their daily efforts.

The BDR position is not a job for everyone, including many of those with prior sales backgrounds. However, it is a great fit for those few top performers who desire a business development employment opportunity where they can be challenged, rewarded, and ultimately realize their full potential over the long term. If you tire of having to re-learn the product offering every few months due to tech upgrades and advancements, we invite you to consider selling a knowledgeable service - where the fundamentals (and value proposition) really have not changed much over the past two decades.

Local DFW candidates only (or soon to be), as there is no reimbursement for relocation.

What's in it for you:

- 2 weeks of initial full-time, one on one paid training, followed by continued mentorship and support
- Clear goals, with limited overall oversight
- Ownership of assigned accounts, no cross-calling amongst colleagues or territories
- A dedicated research resource (pre-lead qualification, firm demographics, etc.) to assist
- Technology/hardware that compliments and enhances your work efforts, never hindering it
- A monthly cell phone allowance
- An opportunity to make a daily impact in a small firm environment
- A generous PTO policy, as well as a very competitive base salary and a static, uncapped percentage of closed deal revenue, potentially an outsized income
- We offer a very competitive base salary (**\$48-\$60K DOE**), and a 5% portion of closed deal revenue, plus other bonus opportunities, (\$55-75K first year potential, \$90K + second year and beyond)
- Medical, dental, vision and 401K with company match (3% up to 100% of annual salary). Medical is through BCBS of Texas, Dental/Vision through Guardian
- Future opportunities for individual career growth, such as a move to an outside consultant, or managerial role
- Stability in a steady, long-term industry that tends to not fluctuate as much as others

What you would be responsible for:

- Being accountable both for your efforts and to our customers
- Learning and communicating Alden Energy Consulting's value proposition to potential customers
- Making a minimum of 75+ outbound phone calls per day, possibly more depending on skill set
- Securing appointments for senior consultants when an opportunity exists
- Consistently be able to achieve a target of 3 appointments with qualified opportunities on a weekly basis



- Utilizing a customer relationship database (Salesforce.com) to accurately notate all daily call activity
- Staying on top of energy market news and updates and be able to convey this in your messaging
- Ensuring that opportunities meet qualifications and that timely follow ups are conducted
- Having the ability to step in and assist with other projects when needed

Your Educational Background:

- You will possess at least a bachelor's degree from a 4-year college or university - **no exceptions**. Business, economics, and finance backgrounds may have the most success, but a specific major/concentration is not a requirement for the position, nor is a minimum GPA.
- Why? The business of deregulated electricity and natural gas is complex. Sometimes it requires conversations involving forward contracts, weather patterns and risk mitigation strategies, all with large sums of money on the line. We can teach, but the foundation must be there to absorb, retain these concepts and later convey these concepts (and others) succinctly and factually in your messaging.

Your Other Important Skills, Qualifications and Traits:

- A highly competitive personality is a must for this role.
- We've found that 1-2 years of outbound B2B sales related telephone experience is ideal for success, however, we are willing to train the right candidate with limited outbound B2B phone exposure.
- Coachability. There is a high degree of correlation between this characteristic and one's potential for success here.
- You must be a self-starter, who has shown the ability to set and achieve goals in the past. You will be asked about this specifically if we decide to move forward with the interview process.
- You must have the capability to take ownership of ongoing campaigns and work effectively with limited management supervision.
- We presume that you are able to type at least 40 words per minute and are intermediately proficient in the Microsoft Office Suite (mostly Word, Excel and Outlook). If not, please brush up on these skill prior to applying.
- A military background can be a big plus but is in no way a requirement.

Some Final Notes:

- Again, no travel is required for the SDR work requirements, though we may occasionally have professional outings with industry partners.
- We typically have a 90-day probationary period for all new hires before benefits begin.
- We're an Addison, TX based firm in a micro-company atmosphere. We will be celebrating our firm's 13th birthday in June 2024.

Thank you in advance and for consideration, please email/fax/mail your CV/resume to careers@aldenenergy.com, attention "Human Resources." **We highly recommend including a brief cover letter**, especially if your resume and/or background is not a traditional match for this role. Our fax is **888-816-3316** and mailing address is:

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