



Business Development Manager

Brilliant Energy, LLC is a fast moving Retail Electricity Provider located in West Houston and is currently seeking a self-starter with experience in the energy sector.

In this role, the candidate builds business relationships with high-volume energy brokers in the deregulated electricity market in Texas. The successful applicant will work at the broker desk in the Houston, TX office.

Successful candidate must meet the following requirements:

- Ability to inspire confidence in the company
- Oral and written communication skills to deliver presentations that establish credibility
- Experience in deregulated energy industry preferred
- Responsible for selling and negotiation 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 processes
- 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)
- Ability to manage projects and develop an understanding of the industry
- Possess basic office, computer and organizational skills
- A positive attitude to work well with all types of personalities

Salary: Commensurate with experience

How to apply: Interested candidates please e-mail your Resume (in Word or PDF format), cover letter and salary expectations to BusinessDevelopmentjobs@brilliantenergy.com or fax to 713.789.5455