

United States Jobs Expertini®

Business Sales Executive

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Company: Vistra Corp.

Location: Victoria

Category: transportation-and-material-moving

If you have what it takes to become part of the Vistra family and would like to start a promising career with a global leader, take a look at the exciting employment opportunities that are currently available and apply online.

Job Description Dynegy, a subsidiary of Vistra Energy, delivers more than just power to residential, municipal, commercial, and industrial customers across several states. The Business Field Sales Executive provides competitive F2F sales offers to ACQ customers as well as current Customers. The primary purposes of the Business Field Sales Representative is to acquire commercial customers through F2F sales interaction in and around Victoria, TX. The Business Field Sales Executive serves as an ambassador for the Vistra Energy brand in pursuit of providing commercial prospects with affordable and competitive energy solutions. Competitive base salary and uncapped commission.

Location: Victoria, TX
Compensation: Base + Uncapped commission, Comprehensive benefits, 401K Matching

Responsibilities Contact commercial customers in/around Victoria, TX from a defined prospecting list. Present competitive business solutions that meet customers' needs. Meet and exceed sales quotas. Effectively manage prospects in their assigned sales territory. Maintain records and timely complete all required reports to build a pipeline of customers for future prospecting. Collect customer, market, and competitor information during the sales process to improve channel success. Maintain high level of open communication and morale within the group and among supporting work groups. Assist in presenting results/implications and recommendations to management.

Requirements Bachelor's degree preferred or equivalency. Bilingual is a plus (preferable Spanish Speaking) Demonstrate

proficiency in computer skills, word processing, software, email, Excel, CRM system & Web-based tools. Demonstrate sales ability to present a sales pitch & close customer. Ability to negotiate in a sale environment and overcome customers resistance to sales calls and procedure a customer win or retention. Ability to interface with all internal and external levels of management, employees, vendors and customers. Ability to follow through to completion on the customer issue and problem as detailed oriented as possible. Current Driver's license -- ability to drive to and meet with customers face: face. Candidate MUST reside in or near the Victoria, TX area. This is NOT a remote position. We are a company of people committed to: Exceeding Customer Expectations, Great People, Teamwork, Competitive Spirit and Effective Communication. If this describes you, then apply today! If you currently work for Vistra or its subsidiaries, please apply via the internal career site. It is the policy of the Company to comply with all employment laws and to afford equal employment opportunity to individuals in all aspects of employment, including in selection for job opportunities, without regard to race, color, religion, sex, sexual orientation, gender identity, pregnancy, national origin, age, disability, genetic information, military service, protected veteran status, or any other consideration protected by federal, state or local laws. If you are an individual with a disability and need assistance submitting an application or would like to request an accommodation, please email us at assistance@vistraenergy.com to make a request. il us at assistance@vistraenergy.com to make a request.

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