

# OPPORTUNITY



*Premium Service and Competitive Prices!*

Santanna Energy Services (SES), Austin, Texas-based energy marketing company that serves over 125,000 customers throughout Illinois, Michigan, Ohio and Indiana. Since 1988, Santanna has delivered Premium Service and Competitive Prices to provide energy choices to business and residential consumers. Santanna employs approximately 80 full and part-time staff members with offices in Austin, TX, Bolingbrook, IL, Cincinnati, OH and Southfield, MI offices.

### Product Development Sales Representative

Santanna Energy Services (SES) in Bolingbrook Illinois is looking for dependable, motivated people to fill a need in our Product Development Sales Department. SES is growing and needs exceptional candidates for this position. We're looking for representatives to introduce new SES energy programs. Sales experience is a plus. Training will be provided.

#### Basic Requirements:

- Speak, communicate and understand English. Bilingual is a plus.
- Professional appearance
- Strong interpersonal and communication skills
- Positive and professional attitude
- Sales experience is a plus

#### Responsibilities:

- Identifies prospects by telephone directories and other prepared lead listings.
- Calls commercial prospective customers by operating telephone equipment, automatic dialing systems, and other telecommunications technologies.
- Influences customers to buy energy services by following a prepared sales script to give service information and price quotations.
- Completes sales by recording necessary names, addresses, and purchases; referring orders for filling.
- Services existing accounts, obtains sales, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets.
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
- Contributes to team effort by accomplishing other related tasks as needed.

Compensation: \$10 per hour with the potential for performance review(s). This position is part-time; 29 hours per week.

### Inside-Sales Representatives Needed

Santanna Energy Services (SES) is looking for dependable, motivated people to fill a need in our Inside Sales Departments. SES is growing and needs exceptional candidates for this position. We're looking for representatives to introduce new SES energy programs. This hourly + commission based position provides unlimited potential for the right person. Sales experience and Bilingual is a plus. Training will be provided.

#### Basic Requirements:

- Sales experience
- Professional appearance and positive attitude
- Strong interpersonal & communication skills
- Call center experience not necessary but is a plus
- Clear written and verbal communication in both English and Spanish
- Strong organization skills
- Microsoft Office Outlook and Excel

#### Compensation:

\$12 per hour, Plus commission - Potential income \$25,000+  
This position is part-time; 29 hours per week

For consideration please call (630) 789-6022 x-231

Santanna Energy Services is a AA/Equal Opportunity Employer, therefore, every effort is made to place new employees in positions that utilize their strengths, in hopes of helping them achieve personal satisfaction and professional growth.

SES offers full time employees competitive benefits that include a 401(k) saving plan with discretionary employer matching, health and dental insurance, vision benefits, medical and dependent care flexible spending accounts and long-term disability.

For consideration please fax your resume and cover letter to 866-861-2656.

## 800-764-4427

[www.SantannaEnergyServices.com](http://www.SantannaEnergyServices.com)

