

About DNE:

We are an energy management firm that has been in business since 2009 with over \$250M of energy spending under management and growing fast. We help make it simple, convenient, and impactful for businesses in deregulated markets across Canada, the U.S., and Ireland to cut their energy cost, consumption, and carbon intensity.

DNE Core Values:

Do the right thing.

Stay hungry, stay humble.

Mind. Body. Family. Business.

Together we give back.

Diversity, Equity, and Inclusion Mission Statement:

Together we are unique. Diversity, Equity, and Inclusion are more than just words for us. They're the principles guiding how we build our teams, cultivate leaders, and create a company that's the right fit for every person inside of it.

Recent Awards:

- Ranked 3rd in as a Great Place to Work in the category of under 100 employees (2023)
- Certified as a Great Place to Work for consecutive 9 years
- 6th fastest-growing company in Canada (Financial Times 2021)
- Growth 500 Award - 6th Rank (2019)
- E&Y Entrepreneur of the Year award winners (2014)

The mission of the Account Executive:

A successful Account Executive thrives on identifying and connecting with new customers, skillfully navigating initial barriers, and engaging decision-makers with DNE's unique value proposition. They present tailored proposals and close deals with new and renewal customers through a mix of self-generated leads and opportunities received through other inbound channels.

Primary Responsibilities:

- Actively engage in prospecting and outreach to identify and qualify new business opportunities;
- 2. Manage inbound leads generated by the marketing team and Business Development Representatives;
- 3. Manage and drive the entire sales process from initial contact through to successful closure;
- 4. Engage with the upsell and renewal process.

The ideal candidate should:

Have 2+ years of B2B outbound sales experience;

Be able to effectively use phone, email, and video conferencing to engage clients;

Be skilled in prioritizing tasks such as pipeline management and client follow-ups.

Compensation:

Base Salary of \$50,000-\$75,000 per year + Monthly Commission + Quarterly Bonus

The On-Target Earning Range at year 1 is \$95,000 - \$110,000, with uncapped commissions and bonuses, so exceeding the target generates significantly greater income.

In 2023, the top Account Executive reached \$118,992 in T4 income the top Enterprise Account Executive.

Some of the benefits of working with DNE Resources:

- Work-life Balance: 10 paid vacation days in the first year, 8 additional days off during the winter holidays, and 6 paid wellness days per year (24 total paid days off), unlimited time for appointments, on-site gym, quarterly wellness summits with expert guest speakers.
- Career Growth: Advance your career using courses on DNE Academy our internal learning portal as well as the educational support policy. You can advance on three possible tracks: Expertise (Enterprise Account Executive), Functional (Account Manager), or Managerial (Team Lead or Manager).
- Comprehensive Benefits: Access to a complete health insurance plan, including vision, dental, paramedical, massage, and psychology services, along with long-term disability coverage.
- Mental Wellness: Mind comes before the business for us. Benefit from our mental fitness program with financial support and the Dialogue Telemedicine application for convenient healthcare access.

How to apply:

Send your CV to hr@dnresources.com , we will review your application and send you a link to book an initial screening interview.