

Shop Your Loan LLC

<https://shopyourloan.com/job/utilities-broker-director/>

Job Description

We are seeking a highly skilled and strategic **Utilities Broker Director** to lead our brokerage operations in energy and utilities. This senior leadership role is responsible for driving growth, managing client relationships, overseeing brokerage teams, and ensuring compliance in a competitive and regulated industry. The ideal candidate is both a visionary leader and a hands-on operator who can deliver tailored utility solutions, maximize profitability, and strengthen our market position.

Key Responsibilities

- **Leadership & Strategy**
 - Develop and execute strategic plans to expand brokerage services across electricity, natural gas, water, and renewable energy markets.
 - Lead, mentor, and grow a high-performing team of brokers and account managers.
 - Establish sales targets, KPIs, and performance metrics to drive results.
- **Business Development & Client Management**
 - Build and maintain strong client and supplier relationships.
 - Negotiate utility contracts, pricing structures, and service agreements to deliver value to clients.
 - Identify and secure new business opportunities within commercial, industrial, and municipal sectors.
- **Operational Excellence**
 - Oversee daily brokerage operations, ensuring efficiency, compliance, and risk management.
 - Stay informed on utility regulations, market trends, and emerging technologies.
 - Implement best practices, processes, and tools to streamline operations.
- **Financial & Compliance Oversight**
 - Manage P&L, budgets, and financial forecasts for the brokerage division.
 - Ensure adherence to all regulatory requirements and ethical business practices.
 - Monitor market risk and ensure proper reporting and compliance.

Qualifications

- Bachelor's degree in business, Finance, Energy Management, or related field (MBA preferred).
- 7+ years of experience in energy/utilities brokerage, procurement, or related industry, with at least 3+ years in a leadership role.
- Strong knowledge of electricity, gas, water, and renewable energy markets.
- Proven track record of business development, contract negotiation, and revenue growth.
- Exceptional leadership, communication, and relationship-building skills.
- Financial acumen with experience in managing P&L.
- Ability to thrive in a fast-paced, competitive environment.

Utilities Director

Broker

Employment Type

Full-time, Exempt

Department

Energy & Utilities Brokerage

Reports to

Chief Executive Officer (CEO) /
Executive Director

Base Salary

\$ 125,000 - \$ 175,000

Job Location

Hurst, TX 76053, United States of
America

Date posted

September 16, 2025

Compensation & Benefits

- Competitive base salary plus performance-based incentives.
- Comprehensive benefits package (medical, dental, vision, 401(k), etc.).
- Professional development and leadership growth opportunities.
- Collaborative and entrepreneurial company culture.

Send a cover letter with your resume to recruiting@shopyourloan.com

To Apply

Send a cover letter with your resume to recruiting@shopyourloan.com

Why Join Us?

- This is more than a leadership role—it's an opportunity to shape the future of a growing, forward-thinking financial services division. You'll work alongside a progressive executive team in a collaborative, entrepreneurial environment that rewards **innovation, ownership, and results**.
- If you're ready to bring bold ideas and strong leadership to a role where your impact truly matters—**we want to hear from you**.