

# Position Description



## Sales Manager – Los Angeles Region (Greater Los Angeles, California)

Join and help build [Orange EV](#), a young, fast-growing manufacturer that's become an industry leader, building industrial-strength electric vehicles that are better for the earth, people and bottom line. Orange EV's T-Series pure-electric terminal truck is the first commercially deployed electric truck of its type, doing the same job as diesels while eliminating the diesel fuel and emissions. As Orange EV grows, early team members will be favorably positioned to grow into higher levels of responsibility.

### Position Summary

We are searching for an experienced sales person to join our team and grow the greater Los Angeles area market. You will be selling heavy-duty electric trucks that are preferred over the current diesel trucks and save fleets up to 90% in fuel alone. This position is planned as the only sales person in this market.

- Prospect for and close sales of electric truck solutions
- Manage relationships, communicate externally and internally
- Offer solutions, qualifying the need and solving problems
- Help develop and lead sales programs for both lead gen and growth
- Present your sales plan, funnel and reports by collecting, analyzing, and summarizing info
- Drive from your home office for face to face appointments around the Los Angeles area
- Collaborate on continuous improvement with the executive to which you will report

### Position Qualifications

- Experience selling yard trucks, forklifts, etc. or other durable goods into the logistics and supply chain operations (i.e., container handling operations like distribution centers, manufacturing sites, railyards, etc.)
- Proficiency with Microsoft Office (PowerPoint, Excel, Word)
- A "can do" attitude and ability to structure "win-win" deals
- A leaning to action with demonstrated ability to set and meet targets
- Strong written, verbal communication and presentation skills
- High-energy, sales motivation and leadership qualities

### Ideal Candidates May Have

- Familiarity with CRM systems for sales funnel management
- Experience selling complex solutions based on total cost of ownership (TCO)
- Experience using government purchase incentives in sales efforts
- Bachelors degree or equivalent experience

### Compensation & Benefits

- Base salary with a commission and bonus structure based around performance
- Transportation (e.g. car) to be discussed
- Health insurance allowance
- Paid vacation in line with current HR policies

### Applicant Instructions

We appreciate your suggestions or referrals to professionals who may have an interest in this outstanding opportunity. Please direct all inquiries and resumes to: [careers@orangeev.com](mailto:careers@orangeev.com).