

Position Description



Sales Manager – Northern California Region

Join [Orange EV](#), a young, fast-growing manufacturer that's quickly become an industry leader. Orange EV's T-Series pure-electric terminal truck is the first commercially deployed heavy-duty (Class 8) electric truck of its type, doing the same job as diesels while eliminating the diesel fuel and emissions. The EV market is poised to expand dramatically and Orange EV is ahead of the curve with trucks deployed from California to New York, and 75% of customers re-ordering within 6 months. 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 region. You will be selling heavy-duty electric trucks preferred over diesel trucks and saving fleets up to 90% in fuel.

- Prospect for and close sales of electric truck solutions. Qualify and quote opportunities, responding to RFPs, RFIs, and contracts for new business and renewals.
- Manage customer & company relationships, communicating & collaborating 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
- 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 sites 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
- Action orientation with demonstrated ability to define, set and meet targets
- Strong written, verbal communication and presentation skills
- High-energy, sales motivation and leadership qualities

Ideal Candidates May Have

- Familiarity with customer relationship management (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 including base a commission and bonus structure based around performance
- Transportation (e.g. car) reimbursement allowance
- Health insurance allowance
- Paid vacation in line with current HR policies

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.