

## Business Development Manager



### **Description**

Business Development Manager position is a Kansas City-based role responsible for managing the process for planning, developing, and launching new businesses to advance and grow the company's leadership role in heavy duty electric vehicles. This role is expected to manage the following types of business activities:

- Growth opportunity development:
  - New market and product identification
  - Collaborate with different functions to formulate proposals
  - Investigate feasibility and validate solutions
  - Establish customer-aligned value proposition
- Assessment of new market opportunities:
  - Market sizing and growth
  - Competitive environment
  - Understand sales and manufacturing models for existing participants
  - Economic drivers / profitability
  - Ability for Orange EV to compete
- Development and execution of business plans:
  - Development of strategic assessments
  - Defining resources necessary to go to market
  - Developing business model to project sources and uses of cash
  - Engagement of suppliers, partners, and early customers
- Lead execution of new programs:
  - Lead program definition and timeline
  - Interface with engineering to ensure feasibility of technology enablers
  - Interface with cross-functional team to drive completion of deliverables
  - Engage with suppliers, partners and early customers

### **Education / Experience:**

#### **Required:**

- Bachelor's degree
- 5+ years experience in business-related roles
- Experience in the Transportation Sector
- Proven ability to learn and assess new markets and technologies
- Good business acumen
- Effective presentation and communication skills

#### **Preferred:**

- Experience with electric vehicles and / or components related to vehicle electrification
- Experience in Heavy-duty Commercial Vehicle industry
- MBA
- Engineering or technical background