



**Regional Sales Manager
Los Angeles, CA or Surrounding Area**

We are searching for an experienced Truck salesperson to join our team and grow the Los Angeles California region. You will be selling heavy-duty electric trucks preferred over diesel trucks and saving fleets up to 90% in fuel.

Summary of Responsibilities

- 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 trucks, 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, Teams)
- 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