

Position Announcement



Join [Orange EV](#), a fast-growing manufacturer of electric vehicles that are better for the earth, people and the bottom line. Make a difference for the world as part of a company leading the electric vehicle revolution.

Regional Sales Manager – Multiple locations

Role based in employee's home office within the region.

Overview:

Are you looking for a challenging sales role where you can put your proven sales abilities to work to accelerate the EV truck revolution that is happening now?

Do you have experience with complex, technical truck-related or EV sales where you can learn and explain every component of the vehicle?

Do you have existing customer and fleet relationships that are strong enough to give you a jump start on a new sales pipeline for Orange EV pure electric yard trucks?

If you answered "Yes!" to all three questions, then the Regional Sales Manager role at Orange EV could be the right role for you!

We are a leader in the pure electric heavy-duty electric truck industry, having sold more heavy-duty electric terminal trucks than all our competitors combined. We're growing rapidly and expanding our team to help take the business to the next level. We're passionate about our mission to improve the environment and know that our best path to get there is to deliver an electric heavy-duty truck that is better than diesel alternatives in every way: cost, performance, safety, up-time, and driver satisfaction.

Come join our team and make a difference for our customers and our company and help revolutionize an entire industry!

Job Description:

The Regional Sales Manager will be responsible for driving sales within an assigned territory by generating and nurturing prospects, customizing and aligning our solution to meet customer needs, participating in trade shows and events, and other activities necessary and helpful for accelerating sales growth.

This can be a complex, technical sale, with a long selling cycle. Customer engagements often involve executive-level interactions, so that experience and credibility is important. Candidates should demonstrate capacity to understand technical details as well as the customer experience with heavy duty trucks.

Duties and responsibilities:

- Achieve and exceed truck sales goals
- Develop and execute sales plans and strategies to increase market penetration within region
- Create and manage the sales funnel for your region and ensure timely progress is being made on leads and prospects
- Convey data, insights, TCO calculations, and other guidance for helping build prospects' comfort with a transition to electric vehicles and the financial and other benefits that come with it
- Travel as needed for in-person customer visits, site assessments, demos, and to perform customer training.
- Nurture existing customer relationships to ensure all needs are met and they have what is needed to accelerate future orders
- Ensure all relevant customer engagements are tracked in our CRM for follow-up, visibility by others in the organization, and history retention
- Identify improvement opportunities in our sales materials or resources and bring the ideas to optimize them
- Collaborate with teammates and cross-functionally to provide the best customer experience
- Partner with other Regional Sales Managers to assist when customers cross region boundaries
- Perform other duties as assigned

Requirements:

We are seeking a highly motivated business professional with qualifications that include:

- 5+ Years of demonstrated successful sales experience
- Bachelor's degree or equivalent experience
- Must be willing to travel in territory and be on-site with customers
- Proven technical ability to understand and communicate component functionality
- Commercial Vehicle / Equipment experience
- Success engaging at multiple (including senior) levels in a prospect's organization for complex sales
- Familiarity with CRM systems for relationship and sales funnel management
- Proficiency with Microsoft Office (PowerPoint, Excel, Word)
- Strong written, verbal communication and presentation skills
- A "can do" attitude and ability to structure "win-win" deals
- Passion, drive, self-motivation, and competitive fire

Preferred Experience:

- Selling Class 8 trucks or truck-related components into logistics and supply chain operations (e.g., trailer and container handling sites like distribution centers, manufacturing sites, railyards, etc.)
- Selling or working with electric vehicles
- Experience selling solutions based on total cost of ownership (TCO)
- Navigating and using government purchase incentives in sales efforts
- An ideas leader - demonstrates strength in bringing better approaches to accomplish goals

*Orange EV is an Equal Opportunity Employer and seek diversity in candidates for employment.
EEO Employer W/M/Vet/Disabled/Sexual Orientation/Gender Identity*