

# Position Announcement



## Sales Team Manager

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.

## Position Summary

The Orange EV Sales Team Manager will lead a team of regional sales managers to meet and exceed sales targets. The Sales Team Manager may also have a set of accounts they are personally responsible for, to have the first-hand perspective of what our customers and prospects need and what it takes to be successful. The person in this role will also be expected to identify and implement process, program, campaign, and training improvement opportunities across the entire sales organization.

## Position Responsibilities

- Oversee the sales funnel for your region and ensure appropriate progress is being made on leads and prospects
- Join your team members on sales calls (via phone, video calls, and in person) to provide additional insights and ideas for helping build prospects' comfort with a transition to electric vehicles
- Provide ongoing coaching, guidance, and support to Regional Sales Managers in your territory
- Nurture existing customer relationships to ensure all needs are met and they have what is needed to accelerate future orders
- Manage your own set of leads and accounts to contribute to overall sales targets
- Ensure all relevant customer engagements are tracked in our CRM for follow-up, visibility by others in the organization, and history retention
- Identify training improvement opportunities and partner in the development and delivery of those resources and programs
- Identify gaps in our sales materials or resources and bring the ideas to improve them
- Collaborate with teammates and cross-functionally to improve processes, share best practices, and ultimately drive increased sales in a rapidly developing organization
- Role may also include special projects and other duties as assigned.

## Position Qualifications

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

- 3+ Years of demonstrated successful sales team leadership experience
- Bachelor's degree or equivalent experience
- Must be willing and excited to travel in territory up to 50% of the time to be on-site with customers and to support team members
- 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.

## Ideal Candidates Will Also Have

- Selling Class 8 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.)
- Selling or working with electric vehicles

- Experience selling solutions based on total cost of ownership (TCO)
- Recruiting and hiring sales team members
- Managing a remote sales team
- 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*