

Job Title: Sales Manager
Department: Sales
Reports To: Chief Marketing Officer (CMO)
FLSA Status: Exempt
Effective Date: TBD

Position Overview:

EnerDel designs, builds and manufactures lithium-ion energy storage solutions and battery systems with a focus on heavy duty transportation, on- and off-grid electrical, mass transit and task-oriented applications. The Sales Manager will develop new prospects and interacts with existing customers to increase sales of an organization's products and/or services. The Sales Manager will be familiar with standard concepts, practices, and procedure, and will rely on experience and judgment to plan and achieve sales and profit goals. The Sales Manager may recommend product or service enhancements to improve customer satisfaction and sales potential; as well as, designs and recommends sales programs and sets short-and long-term sales strategies. The Sales Manager will evaluate and implement appropriate new sales techniques to increase the department's sales volume, and will ensure projects are completed on time and within budget. The Sales Manager will be required to have certain degree of creativity and latitude.

Essential Job Functions

- Work with Marketing to ensure consistent lead generation.
- Collaborate with sales leadership to create and train prospecting process.
- Collaborate with sales leadership to create and train lead qualification process.
- Train new salespeople to ensure success.
- Work with sales leadership to generate ideas for sales contests and motivational initiatives.
- Lead and schedule weekly and/or monthly team meetings with sales team and leadership.
- Track sales team metrics and report data to leadership on a regular basis.
- Coach and develop direct reports.
- Implement performance plans according to company procedure.
- Embody company culture and maintain high sales employee engagement.
- Collaborate with IT on sales technology initiatives.
- Meet pre-determined revenue goals through the activities of direct reports.
- Ensure correct usage of CRM and other sales applications.
- Train and ensure adherence to sales process.
- Perform other duties as assigned

Required Knowledge, Skills, & Abilities:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skills, and ability required.

- Preferred:
 - Bachelor's degree in business, engineering or related field from an accredited institution.
 - 5+ years of technical product sales experience with at least 2 years' experience with lithium-ion energy storage systems
 - 5+ years of experience with automotive, commercial vehicle and/or heavy duty vehicle applications including buses and trucks
 - Very strong written communication skills
 - Willing to travel 25-50% of the time
 - Excellent people and management skills to interact with staff, colleagues and cross-functional teams, and third parties.

Supervisory Responsibilities: None.

This job description is intended to convey information essential to understanding the scope of the job and the general nature and level of work performed by job holders within this job. This job description is not intended to be an exhaustive list of qualifications, skills, efforts, duties, responsibilities or working conditions associated with the position.

Physical Requirements/Hazardous Working Conditions:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of the job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential work functions.

Physical Demands

- Standing
- Walking
- Sitting
- Lifting
- Carrying
- Pushing/Pulling
- Climbing
- Balancing
- Stooping
- Kneeling
- Reaching
- Handling
- Feeling
- Talking
- Eye/Hand/Foot Coordination
- Vibration
- Typing/Keyboarding

Vision/Sight/Hearing

- Vision-Far Acuity
- Vision-Near Acuity
- Vision-Depth Perception
- Vision-Peripheral
- Color Vision
- Listening/Hearing

Physical Strength

- Sedentary Work
- Light Work
- Medium Work
- Heavy Work
- Lifting up to 10 lbs.
- Lifting up to 25 lbs.
- Lifting up to 50 lbs.
- Lifting over 50 lbs.

Environmental Conditions

- Temperature Changes
- Infectious Disease
- Humid
- Noise

- Hazards
- Wet
- Hazardous Chemicals
- Blood/Body Fluids

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