

## **EV Charging Solutions Sales – various locations – OpConnect Job Number S040521**

OpConnect has a challenging and rewarding opportunity for sales persons in a number of markets, including Northern and Southern California, New York, Massachusetts and Washington. These persons will help us grow our electric vehicle (EV) charging services business by identifying and closing deals to supply our turnkey EV charging services consisting of EV charging stations and EV charger software platform. This position is an excellent opportunity with an innovative company in one of today's most exciting industries.

Responsibilities include:

- Identify and develop relationships with new customers to directly lead to closed sales
- Respond to inbound request for quotes
- Cold-call from contact lists to promote rebate and grants that can be used to offset costs of EV charging and develop/close leads from these lists
- Identify electrical contractors and/or construction agencies that can take our EV charging services to their customer base or include our EV charging products into their new designs or rebuilds
- Provide feedback from prospective customers to Engineering to drive product enhancements or new features

The ideal candidate would possess the following:

- Experience and a desire to independently identify and close sales prospects
- Positive outgoing attitude with a competitive drive and self-motivated work ethic
- Ability to work effectively with little supervision
- US Citizenship or authorization to work in US
- Some travel is required

Benefits

- Medical, Dental, Vision, Long term Disability
- 401K Retirement Plan
- Vacation / Sick / Holiday Pay
- Subsidy to purchase or lease an EV
- training program
- Expense reimbursement

To Apply, send resume and cover letter to [info@opconnect.com](mailto:info@opconnect.com) . Make sure to reference the job number in the title. OpConnect is an equal opportunity employer.