

Electric Vehicle Business Development Manager Home-Based (North & South)

This is an exciting opportunity to join one of the UK's foremost vehicle rental specialists playing a central role in our commitment to providing our customers with electric and hybrid vehicle solutions.

What does an Electric Vehicle Business Development Manager do?

We have a reputation for being at the cutting-edge of innovation in the LCV market place, a reputation continued with our leading role in the move towards green and alternative fuel, LCV fleet options. Through a major strategic investment programme, we are pushing the boundaries of customer expectations - offering a tailored range hire and electric vehicle infrastructure solutions that give customers a cost-effective pathway to making this move to a green electric LCV fleet.

Reporting to our Head of Strategic National Accounts, you are our in-house EV expert with complete ownership of our EV stock and pipeline. This is very much a 'hands-on' role and we will be looking to you to open doors within businesses of all shapes and sizes, engaging clients to bring to life the benefits of using our electric vehicle solutions over traditional options. You will be 'out in the field' working with customers to, not only identify the right vehicle, but guide them through the transition to E-LCVs; delivering expert advice on the financial impacts, charging and infrastructure considerations, optimal fleet mix and operating models and employee upskilling.

Backed by an exceptional level of support at boardroom level you will work closely with Operations, Marketing and Commercial stakeholders to draw on your market insight, guide our strategic decisions, and shape how our business works.

For those who know the electric and hybrid vehicle market place, all of this, along with access to a national customer base - make this an exceptional opportunity to make a real difference!

About you

- Firstly, you have an exceptional knowledge of electric and hybrid vehicles and associated technologies – acting as an advocate for electric vehicles, with your enthusiasm a key tool in your success.
- You have a successful background in a sales or commercial role utilising a consultative, solutions-based approach that adds value to your customers' business, preferably gained in a large B2B sales-focused corporate environments.
- You can demonstrate a well-developed commercial acumen, using your ability to assimilate and analyse market knowledge and MI to identify then convert, new business opportunities.
- You have a resourceful and tenacious approach to building your pipeline - you have a well-developed toolkit of lead-generation approaches and thrive putting in the hard yards researching, cold calling and build relationships to identify the most exciting leads.
- You understand that one-size does not fit all - you can develop personalised, multi-product/service offerings including preparing proposal and implementation documentation to deliver the perfect solution to clients.
- Preferably, you will have experience within the fleet or leasing marketplace or in selling a 'salary-sacrifice' service.

As Electric Vehicle Business Development Manager, we offer:

- A rewarding starting salary c.£55k - £65k pa plus exceptional bonus structure (realistic OTE £75k+ pa)
- Great additional employee benefits (including company car, employee assistance, life assurance, pension, retailer discounts etc.)
- An opportunity to join a business at the forefront of its marketplace working with a supportive, like-minded peer group all aiming for the same goal.

Be part of the future of electric vehicle rental

If you would love to join us as our Electric Vehicle Business Development Manager, we encourage you to find out more. Apply today via our website or email your CV to apply@northgate.careers.com