



THE MOBILITY HOUSE



## Manager, Business Development and Strategic Partnerships

Fulltime | Sunnyvale, CA

### Responsibilities

- You are a key thought partner to executive management for all strategic and tactical issues
- You evaluate and negotiate partnerships that will enable us to scale from pilot projects to commercial deployments
- You identify, analyze and manage execution of strategic growth opportunities
- You create and deliver high-impact presentations to potential customers, partners, and at industry events
- A little bit of everything – we are a startup

### Who you are

- You are a self-starter with a can-do attitude and passion, ready to spearhead diverse and large-scale projects; we are a very mission-driven company that wants to enable an emission-free future
- You have >3-5 years of work experience preferably in the EV charging, automotive, or energy industry in a business development, product marketing, management consulting or sales capacity
- You have negotiated and closed strategic partnerships or successfully developed new business opportunities.

### What we offer

- An opportunity to shape the success, culture and trajectory of a fast-growing company in an industry undergoing monumental changes
- Good times – we love what we do, work hard, and have fun along the way
- Open feedback culture – we want to grow as people and help each other to do so
- Learning opportunity – this is a young industry and every day you'll gain new knowledge and skills

### Ready to join us?

We're looking forward to hearing from you!  
Send your application to us at:

[hr@mobilityhouse.com](mailto:hr@mobilityhouse.com)



#### What we're doing?

We're shaping the future energy world by creating smart charging solutions for electric vehicles.

[Learn more](#)