

Business Development, New Markets

The Mobility House's mission is to create an emissions-free energy and mobility future. Since 2009, the company has developed an expansive partner ecosystem to intelligently integrate electric vehicles into the power grid, including electric vehicle charger manufacturers, 400+ installation companies, 40+ energy suppliers, and automotive manufacturers ranging from Audi to Tesla. The Mobility House's unique vendor-neutral and interoperable technology approach to smart charging and energy management has been successful at over 500 commercial installations around the world. The Mobility House has 200+ employees across its operations in Munich, Zurich and Belmont, Calif. For more information visit mobilityhouse.com.

The Mobility House (TMH) seeks a self-motivated, energetic sales professional who wants to help accelerate the transition to zero-emission transportation. Fueled by the momentum of the EV industry, TMH is set to grow its US business exponentially. The Business Development Manager will focus on growing business in new markets by analyzing industry verticals and testing business potential with target customers. The job involves diverse elements including prospecting for new business, gaining practical market knowledge, qualifying sales opportunities, consulting with prospective customers, and forming multilateral collaborations for innovative projects. This role requires flexibility and creativity to face the evolving challenges of a high-growth startup in a nascent market.

Key Responsibilities:

- Analyze and keep a finger on the pulse of new markets to identify new sales verticals, strategies and lead sources
- Originate deals in new markets to achieve sales and business development of TMH's solutions according to revenue and project goals
- Cold-calling and emailing prospective customers to convey the value of charging and energy management
- Develop channel partnerships to accelerate growth
- High-touch consultation with target customers and partners as their EV charging expert from first interaction until project implementation
- Track federal, state, and local funding available to create new business opportunities
- Collaborate with partner EVSEs, OEMs, and EPCs to drive sales
- Contribute to the positive, innovative, collaborative team culture
- Up to 25% domestic travel

Required Experience:

- 5+ years of business development or analyst experience in the EV, renewable energy, or finance industries
- Excellent communication skills, both written and verbal
- Conducting outbound origination calls and emails
- Managing a pipeline of sales opportunities

- Building diverse relationships with customers and partners
- Market research and due diligence
- Deal and contract negotiation

Who you are

- A self-starter with persistence and a can-do attitude
- Curious and always seeking to learn
- Excited about the EV industry
- Mission-driven to make an environmentally sustainable impact
- Collaborative and leadership-oriented

What we offer you

- Good times – we love what we do, work hard, and have fun along the way
- Opportunity to significantly shape a new venture with substantial autonomy and responsibility
- Support and investment – we want to promote your growth and well-being and set you up for success!
- Open feedback culture – we want to grow as people and help each other to do the same
- Learning opportunities – this is a burgeoning industry and you 'll gain new knowledge and skills every day
- Diversity – our small, multi-cultural team is passionate about The Mobility House's mission
- Competitive benefits – excellent medical, dental, and vision coverage, 401k, paid holidays, 20 days PTO

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