



Responsibility and Authority (Job Descriptions)

Job Title	Sales Account Executive – Western Region
Reporting to	Vice President Sales
Position Summary	Selling of hybrid electric and electric trucks vans and buses, drive systems and components to truck and bus fleet operators and truck and bus dealers. Regional responsibility will include primarily Western US and Canada.
Essential Duties and Responsibilities	<ul style="list-style-type: none"> • Establishing new accounts, servicing existing accounts and booking new orders with a focus on, strategically important target customers and dealer dealers • Work closely with bus distributors in territory to facilitate sales leveraging their contacts and relationships • Consultative sale involving multiple decision influencers and requiring long sales cycle management • Participating in industry trade shows and events to develop and maintain contacts within the industry • Contributes to team effort by accomplishing related tasks as needed
Education, Specialized Training, and Experience Required	<ul style="list-style-type: none"> • Familiarity and understanding of hybrid electric and electric drive technology • Truck and bus OEM sales experience • Major fleet market sales • Experience in complex and consultative sales processes <p>Other:</p> <ul style="list-style-type: none"> • Domestic travel up to 80% of the time • Ability to use Microsoft Office, email programs, and the Internet. <p>Education/Certification: BA/BS Degree</p>