



EVE Energy North America

7910 N Central Drive | Lewis Center, Ohio 43035

Opening Position

Sales Manager

Job description

Job Description

Collab. w/ sales prof'ls, distribs., custs. & support staff re EVE Battery cells, modules & custom pack distribution;

Set territories, accts., quotas, call plans, priority tiers, escalation paths & RACI ownership across internal functions;

Coach staff on prod. positioning, cust. qual., tech. handoff, pricing approvals, complaints, warranty. comms. & post-sale svc. for Li-metal, Li-ion rechargeable & pack-solution custs.

Coord. EVE cells, packs, modules, racks, comps., samples & cust. orders via territory planning, demand alloc., shipment priority, inv. reserve, dealer support & delivery sched.;

Incoterm review for domestic/x-border sales, freight resp., risk transfer, customs, tariffs, ins. & landed costs;

Coord. w/ warehouse, logistics, export, credit, shipping, receiving & cust. -svc. teams to cut delays, backorders, chargebacks & complaints. Analyze sales stats., demand signals, order hist., pipeline forecasts, quote conversion, backlog, margin trends & inv. requirements using PivotTables, VLOOKUP/XLOOKUP, SUMIF/SUMIFS, dashboards & exception reports;

Regression analysis re sales potential, seasonality, consumption, replenishment, terr. opp. & forecast variance;

Monitor cust. prefs. by app., chemistry, cell format, pack config., voltage, capacity, cert. need, delivery window, tech. spec. & svc. expectation;

Inv. recs. tied to velocity, cust. priority, safety stock & profit. Review ops. records, reports, quotes, POs, shipment logs, inv. aging, warranty claims, complaints, credit collections, bids & svc. records to project sales, assess distrib. efficiency & profit by cust., region, prod. line, pack config., app. & channel;

Cust. Profitability Analysis using rev., freight, duty, tariff, warranty cost, tech-support cost, payment terms, allowances, returns & svc. burden;

Contrib. margin analysis for high-vol. accts., OEM programs, distrib. agreements, custom packs & low-margin exceptions.

Develop pricing scheds., discount guidelines, quote controls, approval thresholds & cust. - specific terms via value-based pricing, competitive pricing, BOM cost, landed cost, contrib. margin targets, CLV, vol. commitments, payment risk, warranty exposure, delivery complexity & tech. customization reqs.;

Coord. w/ engineering & sourcing on cell, BMS, harness, enclosure, testing, cert., labor, packaging, logistics, duty & overhead;

Pricing recs. balance market, prod. value, acct. strategy, inv. position & req'd profit. Prep., review & control sales, svc., logistics & cust.-support budgets via zero-based/rolling budgets, territory spend plans, trade-show allocs., dealer funds, travel, samples, warranty reserves, training, freight recovery & incentives;

Approve spend tied to rev., margin, cust. priority, pipeline quality, market-dev. value & ops. need;

Monthly variance reviews, corrective actions, reforecasting & resource realloc. across regions, cust. segs., prod. lines & strategic pack opps. Plan/direct staffing, onboarding, training, evals., sales-process improvement, Incoterms training, CRM discipline, pricing, margins, cust. profit, inv. impacts, svc. coord. & goal tracking for EVE reps. by terr., pipeline, quote quality, forecast accuracy, retention & delivery.

Coord. w/ dept. heads, engineering, fin., ops., logistics, quality, mktg., dealers, distrib. & decision-makers re ad plans, trade assn. participation, prod. promo, dealer expansion, leasing/program opportunities, equipment evals. & tech. spec. gathering;

SWOT analysis for existing markets, cust. segments., store/distrib. locations, competitive threats, pricing pressure, app. growth & channel effectiveness;

Recs. on sales coverage, inv. placement, training priorities, acct. targeting, distributor policy, SOPs, svc. standards & market-development investments.

Minimum Requirements:

Bachelor's in Business-related field w/ specialization in Mgmt.

72 months of experience as Sales Manager with experience in Excel PivotTables, lookups, SUMIFS, Incoterms, regression, BOM costing, CPA, SWOT, margin analysis, ZBB, rolling budgets, value/competitive pricing, RACI.

Send CV to: hr@evebatteryusa.com