



Electric Era was founded to revolutionize the world's electric vehicle charging infrastructure. We have developed PowerNode, a high performance and autonomous EV fast charging station that can be deployed anywhere on the grid to provide the necessary charging infrastructure innovation needed for the affordable and timely electrification of transportation. Electric Era is building the future of car refill for the next generation of drivers. Join us.

**Business Development Manager:**

As a Business Development Manager at Electric Era, you will be reporting directly to the Director of Business Development and will be responsible for driving new business development within the EV charging ecosystem.

**Responsibilities:**

1. Lead the development and execution of sales pipeline, including deal structuring and negotiations, lead generation, and account management
2. Identify, source, and analyze new business development opportunities
3. Build the business case and strategic prioritization for where Electric Era should be focused
4. Support the Director of Business Development in defining the overall sales strategy
5. Support the Director of Business Development in defining and refining commercial models to enable new product launches and/or to achieve key strategic goals
6. Closely collaborate with stakeholders across Engineering, Finance, Legal, and Operations to execute on key business development and partnership opportunities

**Preferred Background and Experience:**

1. At least 5+ years of sales experience working within the technology sector, early stage companies and/or new product launch experience or 3+ years in Management Consulting, Corporate Development, Investment Banking and/or Corporate Strategy roles in a B2B Technology firm
2. Track record of success working effectively and independently across functions to deliver against deadlines
3. Strong business development skills and experience independently leading business discussions
4. Demonstrated ability in using data to help make decisions and influence stakeholders
5. Strong critical thinking and problem solving skills that result in practical and effective solutions, scale mindset (setting short to medium-term direction) and focus on impact
6. Understanding of the multi-faceted nature of electric industry including regulatory policy, financing, and technology
7. Bachelor's degree
8. Track record of success working at high-growth, engineering-driven companies and/or experience driving growth for new hardware products
9. Ability to be flexible in a fast paced environment with limited direction, balance competing priorities, and manage several time-sensitive projects at once
10. Previous EV, EV Charging, Solar, Utility or Aerospace business development experience is preferred

To apply, please email a resume to [recruiting@electricera.com](mailto:recruiting@electricera.com).