



Job Description

Job Title

Business Development Manager

Location

Based in greater Boston, MA

Travel

Up to 50% in North America

Company Overview

XL Hybrids is an exciting, high-growth vehicle electrification technology company founded by MIT alumni. We have developed cutting-edge technology to reduce fuel consumption and to generate a compelling return on investment for fleet customers. We are an ambitious and small, but rapidly growing team with a state-of-the-art engineering facility based in Boston. We are looking for high-energy, creative, and ambitious people to join our sales team. Candidates must be able to work full time in the greater Boston area.

We offer a competitive salary, meaningful stock ownership, 401K, health benefits, a fun work environment and the opportunity to enter a high-growth startup company. We are recruiting candidates who have demonstrated leadership and excellence throughout their careers and are excited by the prospect of tackling sales in a new market within a large industry.

Position Description

XL Hybrids has an immediate opening for a Business Development Manager based in Greater Boston, MA with at least five (5) years of business development experience. The Business Development Manager will use a consultative and educational approach to develop partnerships and channel relationships in the North American commercial fleet industry to increase customer awareness and sales opportunities for XL Hybrids.

Key Responsibilities

- Develop partnerships and channel relationships in the North American commercial fleet industry to increase customer awareness and sales opportunities for XL Hybrids.
- Work with XL Hybrids management and Director of Sales to ensure a clearly defined business development strategy is pursued and followed.
- Become an expert in XL Hybrids' operations, technologies and products to be well-positioned to raise awareness of the Company and our products and services in the commercial fleet market.
- Attend industry conferences and networking events to build relationships with relevant industry professionals and potential channel partners.
- Lead meetings, conference calls and web conferences using XL Hybrids presentations to educate potential stakeholders/ partners.
- Conduct periodic industry webinars on topics that are relevant to XL Hybrids' business. (Note: XL Hybrids sales and marketing teams will assist in the development of this content.)
- Participate in panel/plenary events at industry events

- Prospect, cold-contact and used warm introductions to outreach to potential industry stakeholders/partners to create profitable business relationships.
- Be ready to cultivate XL customer sales leads, and then hand off sales leads to XL's sales team to close.
- Use tools such as XL's return on investment/payback calculators and XL's proprietary telematics system (XL Link) to help educate the market on XL's technology and value proposition.
- Using XL Link and third party telematics data to understand customers' fleet operating profiles.
- Prepare and present ROI/financial proposals and presentations to industry stakeholders to demonstrate XL's value proposition.
- Conduct customer "ride and drive" vehicle demonstrations at customer sites, partner sites and trade events.
- Contribute to team efforts by accomplishing related tasks as needed and assigned, including helping prepare/set up XL Hybrids booths and vehicle displays at trade conferences.

Qualifications/Skills/Education

- The successful candidate must have a minimum of five years of experience in developing high-quality partner relationships and succeeding in a long-term solution sales process.
- Candidates with a background in product training or product specialists, also encouraged to apply
- Bachelors degree required. Masters degree a plus.
- Understanding of return on investment (ROI) and total cost of ownership (TCO) analyses.
- Significant automotive and electric vehicle powertrain knowledge
- Strong ability to use Microsoft Office – especially Excel spreadsheets – as well as Salesforce.
- Confidence and persuasiveness in group networking, public speaking and presenting situations.
- This partner-facing individual should be a self-starter, a good listener, comfortable interfacing with senior level leadership, aggressive in finding new business opportunities, focused on meeting the customer's needs, and work well with a team of sales and marketing managers in a rapidly growing business.

Contact

Please send your resume to careers 'at' xlhybrids.com with "Business Development Manager" in the subject heading.
