



Senior Sales Executive

Interested in sustainable technology? Been working in sales and now you're ready to be the one building the business and driving the strategy? We're looking for a foundational member to join our sales team. We are on the lookout for a Senior Sales Executive for a rapidly growing EV charger start-up. HyperCharge Networks provides seamless, simple EV charging experiences through industry leading equipment and a robust network of public charging stations across Canada, and beyond.

The ideal candidate understands fast-paced startups, has an entrepreneurial spirit and is ready to roll up your sleeves and get the job done. You have a track record of product mastery; you are driven by winning; and you are able to focus on the highest value activities.

Responsibilities:

- Take ownership of our commercial parking market strategy.
- Collaborate with Product, Marketing and the Executive teams to create a compelling offering for your segment.
- Develop plans to scale the business quickly.
- Develop good working relationships with installation and referral partners.
- Create repeatable processes, and disseminate to other team members.

Requirements:

- Experience developing sales partnerships
- Experience in direct, B2B sales
- Creativity, initiative, curiosity, and resilience.
- A proven track record of delivering and exceeding sales targets.
- A demonstrable, customer first mindset
- Ability to travel as required
- Excellent written and verbal communication skills
- Able to legally work in Canada.

Location:

- The head office is located in Yaletown, Vancouver. The role is open to applicants based in Vancouver or Toronto.

To Apply

Send your **resume and cover letter**, by November 19th to jobs@hypercharge.com

Please note that only candidates that are being considered will be contacted. This is for a full-time employee position.