

Sales Development Representative (Northeast US)

Who We Are

SWTCH was started in 2016 to solve the challenges of urban electric vehicle ownership. Since then, we've grown from an idea to a commercialized product, received national media coverage, captured over \$5M in commercial sales revenue, and demonstrated our technology in large R&D projects across North America. With over 50% of the world's population living in urban areas, limited EV charging infrastructure in high-density urban settings remains a major barrier to widespread EV adoption. As one of North America's fastest-growing EV charging service providers, SWTCH focuses on interoperability and scalability, providing real-estate developers, building owners, and property managers with fully managed EV charging solutions. Importantly, SWTCH's technology is developed to address the unique challenges of deploying EV charging infrastructure within high-density urban buildings. With a growing base of clients across North America, SWTCH is currently looking for opportunities to deepen our market penetration across the Northeast.

Job Opportunity

SWTCH is looking for a Sales Development Representative to help us scale and grow our business in the Northeastern US. Reporting directly to the Head of Sales and working closely with our Business Development team you'll help identify, develop, and support meaningful direct sales and channel partnerships for SWTCH. The SWTCH team is lean, motivated, and driven by our mission to realizing a clean energy future.

Responsibilities:

- Respond promptly to all inbound leads
- Maintain relationships with current clients and identify new prospects
- Research prospective accounts in targeted markets, pursue leads, and follow through to a successful agreement
- Understand the target markets, including industry, public policy, regional programs, companies, projects, and which market strategies can be used to attract clients
- Collaborate with marketing and sales teams to ensure that milestones are achieved
- Possess a strong understanding of our products, our competition in the industry, and positioning
- Follow the latest industry developments and stay up-to-date on the competitive landscape
- Maintain customer activity in CRM platform
- Exceed performance metrics

Job Qualifications:

- Minimum of a post-secondary degree
- 2-3 years of experience in sales, business development, and customer management
- Experience in relevant industries such as real estate development, transportation, or energy
- Excellent organizational, strategic, planning, and implementing skills
- Strong presentation and verbal communication skills
- Competency in Microsoft applications including Word, Excel, and PowerPoint.
- Able to work comfortably in a fast-paced environment.
- Understanding of and passion for clean energy and mobility sectors
- Experience with CRM (Salesforce)

Perks and Benefits:

- Business Impact - As an integral member of the sales team, you have the opportunity to show initiative and make a significant impact on the success of the company.
- Environmental Impact - We are a clean energy company with a mission to reduce GHG emissions globally to ensure a clean and sustainable future.
- Diversity - People develop their talents and skills in different ways. We value different paths and experiences. If you think you meet the qualifications we are seeking, take a chance and express your interest here.