



Sales Manager, e-Mobility

Typhoon HIL is the technology leader in Hardware in the Loop (HIL) solutions for e-Mobility electric drive trains and e-Mobility supply equipment comprising onboard chargers, fast chargers, as well as battery storage inverters and battery storage management electronics.

Typhoon HIL's platform differentiates itself from the competition through high performance, ease of use and first-class technical support. We are a fast-growing company with big ambitions with offices Boston (USA), Baden (Switzerland), Vancouver (Canada), Freeland (Michigan, US), and Novi Sad (Serbia) and are constantly growing and strengthening our team and distribution channels.

We are looking for a result driven and experienced **Sales Manager for e-Mobility** to lead sales development and key account management of our Hardware in the Loop (HIL) control testing solution for electric vehicle OEM's and Tier-1 suppliers including manufacturers of DC fast chargers and Battery Energy Storage Systems.

Locations: South of Germany.

Reports to: Head of e-Mobility Sales.

Responsibilities:

- Identify potential customers and partners: EV drive train manufacturers, EV charging station manufacturers, Battery storage system manufacturers.
- Qualification, development, and acquisition of new customers.
- Develop and implement sales plan for each account, including unique and tailored value proposition.
- Generate sales and delight customers by understanding customers true needs and requirements and effectively communicating our product/solution's unique value proposition.
- Lead/oversee creation of commercial offers to prospects and existing customers and validate them prior to customer submission. Obtain relevant data and information from finance and engineering teams – within delegation of authority.
- Lead/oversee the execution of customer purchase orders in closer collaboration with Typhoon business development and with Typhoon & customer engineering and project teams.
- Lead/oversee and validate customer invoicing in close collaboration with Typhoon finance and with customer purchasing. Coordinate Typhoon supplier account creation as needed.
- Build and promote long-term relationships to maximize value generation for our customers.

Qualifications:

- Experienced in obtaining results through functional relationships, not hierarchical structure.
- Must be self-starter, proactive, and growth oriented.
- Strong leadership qualities and independence.
- Experienced with generating B2B sales, developing long term relationships, and developing key accounts.
- Minimum 5 years' experience in test solutions sales to automotive industry.
- Willingness to do business internationally.
- Undergraduate degree or higher in engineering or business.
- Fully fluent in English, international business experience is a plus.

If you are interested, please send your CV and motivation letter to: regina.roos@typhoon-hil.com

Typhoon HIL GmbH

Seminarstrasse 85, CH-5430 Wettingen, Switzerland | Phone: +41 (0)56 521 00 25

IBAN: CH52 0483 5250 5961 0100 0 | SWIFT/BIC: CRESCHZZ80A | CHE-114.970.371 TVA

info@typhoon-hil.com | www.typhoon-hil.com

