

Business Development Specialist

Ivy is growing quickly and looking for an ambitious individual to execute our business development & sales strategy:

About the job

We are growing and looking for a talented business development and sales professional who will help Ivy build and service its customer base in the fast-growing electric vehicle charging market.

Reporting to the Business Development Manager, this role will support the company's growth by executing sales strategies, developing sales materials, and actively engaging with various external customers and partners.

Key roles and responsibilities

- Engage with leads and opportunities (B2B and B2C) and build relationships with key external stakeholders through business development and project life cycles.
- Identify and develop partnerships for the business through outbound sales campaigns.
- Manage inbound lead channels and tracking of sales flow through CRM tools.
- Development of sales materials and customer facing documents including presentations, digital brochures, customer proposals, and tender documents.
- Manage contract process and commercial arrangements for new business.
- Developing a working knowledge of federal and provincial EV charging programs and their respective requirements.
- Serve as a key point of contact for managing relationships with external partners & clients.
- Engage with cross-functional team members to develop or refine necessary sales tools to attract and acquire new clients.
- Work collaboratively with the entire Ivy team to grow the Ivy brand.
- Understand the latest industry & technology trends.

Qualifications and experience

- Minimum Bachelor's degree, preferably in Business or Engineering.
- Minimum 2 years of business development and sales experience interacting with a portfolio of clients and acquiring new clients.

- Experience with physical technology roll-outs preferred but not mandatory.
- Excellent communication and presentation skills with strong business acumen.
- Demonstrated experience with customer analytics and data tools, including CRM.
- Ability to work in a fast-paced environment while effectively adapting to multiple changing priorities.
- Highly effective team player able to work collaboratively with other business functions (Construction, Operations, Marketing, Legal, etc.).

Application process

Thank you to all those who apply. However, only candidates considered for an interview will be contacted.

Qualified applicants will receive consideration for employment without regard to race, colour, religion, sex, sexual orientation, gender perception or identity, national origin, age, marital status, protected veteran status, or disability status.

Please submit your application by 11:59 PM E.S.T., April 30, 2023. Interested & qualified candidates should submit a resume & cover letter, in confidence to kush@ivycharge.com, SUBJECT: Business Development Specialist.

About the company

Ivy Charging Network's mission is to enable the electric revolution right here in Ontario by providing simple, intuitive, and reliable electric vehicle charging infrastructure solutions. We aspire to lead the global clean energy transition with the goal of making a real impact on climate change. Ivy is a joint venture between two of North America's largest clean energy leaders, Hydro One and Ontario Power Generation. Their expertise in electrification services and developing, building, and managing complex clean energy infrastructure projects provides Ivy with unparalleled knowledge and a strong foundation for growth. Ivy Charge & Go, our level 3 fast-charging network, continues to grow - connecting the north to south and east to west within Ontario. Ivy Park & Charge, our level 2 charging network, is available at various municipalities across the province.

Putting our customers and their needs at the centre of all we do, Ivy will continue to develop solutions that seamlessly fit our customer's lives and journeys.

Learn more at [ivycharge.com](https://www.ivycharge.com)

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