



Responsibility and Authority (Job Descriptions)

Job Title	Dealer Operations Manager – North America
Reporting to	Vice President Sales
Position Summary	Build and maintain Azure’s dealer sales and service network in North America for the sales of hybrid electric and electric trucks and buses, drive systems and components to truck and bus fleet operators and truck and bus OEMs. Responsibility will include US and Canada.
Essential Duties and Responsibilities	<ul style="list-style-type: none"> • Recruit and establish new Azure Dealers for both Sales and Service of Azure Products • Support and lead Azure dealers in establishing target account lists and in setting sales goals and achieving expected annual sales volumes. • Assist dealers in their customer sales activities where possible to help them secure new business and close deals – this includes conduction vehicle demos and sales presentations. • Work closely with the dealers to facilitate sales leveraging their industry and community contacts and relationships • Work with dealership management to insure dealers are providing the proper level of after sales service support to Azure customers. • Work with vehicle OEM’s such as Ford to coordinate Azure activities with their dealers and gain OEM support were ever possible. • Participating in industry trade shows and events to develop and maintain contacts within the industry • Contributes to team effort by accomplishing related tasks as needed



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<p>Education, Specialized Training and Experience Required</p>	<ul style="list-style-type: none">• Familiarity and understanding of hybrid drive technology• Truck and bus OEM sales experience• Dealership operations experience• Major fleet market sales is a plus• Experience in complex and consultative sales processes <p>Other:</p> <ul style="list-style-type: none">• Domestic travel up to 70% of the time• Ability to use Microsoft Office, email programs, and the Internet. <p>Education/Certification: BA/BS Degree</p>
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