

BOLLINGER MOTORS

Policy and Business Development Manager

Bollinger Motors is looking for a creative, knowledgeable, and dynamic full-time candidate to spearhead our Public Policy and Business Development efforts. Job duties to be performed in the Detroit, MI area. Compensation based on experience and abilities.

Essential Duties and Responsibilities

- Work closely with sales, engineering, finance, and marketing teams within Bollinger Motors to attract new business opportunities in the electric vehicle landscape
- Work closely with strategic partners on public policy, infrastructure, and energy matters
- Work closely with state and federal agencies, as well as strategic partners to ensure their alignment with Bollinger's product focus and deployment timelines
- Monitor, research, and report on state and federal funding/grants that support sales, product development, training, production, and assembly of electric vehicles
- Advocate Bollinger Motors policy and regulatory goals to local, state, and federal governments that support our business
- Act as the policy expert and advocate for policies that align with our product focus and deployment timelines
- Track, monitor, and analyze state legislation, regulatory filings, and other EV policy proposals and utilize to develop Bollinger's policy positions and strategy for response
- Effectively represent Bollinger at meetings, workshops, public forums, panels, and other events
- Develop and deliver regulatory testimony, comments, and presentations
- Analyze commercial markets in support of sales strategies and report out on same
- Analyze trends in the overall EV market that may influence sales opportunities
- Perform other related duties and develop reports as assigned

Education, Skills and Knowledge

- Bachelor's degree in public policy, sustainability, business development, or similar
- Minimum 5 years of government relations experience
- Minimum 5 years of auto industry and EV experience
- Knowledge of State and Federal programs for EVs required
- Experience in dealing with government agencies and related entities required
- Great writing and speaking skills required
- Proficient in Microsoft Office applications
- Experience with CRM programs

Email resume to careers@bollingermotors.com

ALL APPLICANTS MUST BE AUTHORIZED TO WORK IN THE UNITED STATES

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