



Fleet Account Manager

Bollinger Motors is looking for a full-time Fleet Account Manager to join our Sales Department. In this role, you will deliver world class value to Bollinger Motors customers, partnering with dealers and internal stakeholders to leverage our market leadership in the class 4-6 electric trucks and give them a leading customer experience. This position reports to the Sales Director and is an in-person role at the company's Oak Park, MI headquarters.

Essential Duties & Responsibilities

- Establish working relationships with assigned accounts
- Actively prospect for new accounts that utilize Bollinger's product offerings
- Work independently and leverage stakeholder support
- Utilize CRM software to record information such as key contacts, contact history, and specific fleet makeups and products interests
- Keep management aware of competitive activity in the marketplace, including product offerings, product pricing, and avenue to market
- Represent Bollinger Motors at Industry Functions and Trade Shows
- Ability to travel as required (up to 25%)

Education, Skills and Knowledge

- Bachelor's degree in business or related field preferred
- 5-10 years of experience calling on major truck fleets in the class 4-6 category
- Commercial Truck dealership experience from both the retail and OEM perspective
- Knowledge of truck specifications to include body application
- Awareness of competition in the class 4-6 electric vehicle marketplace

Email resume to careers@bollingermotors.com

ALL APPLICANTS MUST BE AUTHORIZED TO WORK IN THE UNITED STATES

BOLLINGER MOTORS

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