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## Sales Manager, Nordics

Nuvve Corp. is a San Diego based company, whose mission is to lower the cost of electrical vehicle (EV) ownership while supporting the integration of renewable energy sources, such as wind and solar. Our Grid Integrated Vehicle platform GIVE™ transforms EVs into grid assets when charging while guaranteeing the expected level of charge when the vehicle owner needs it. The aggregation of thousands of electric vehicles into a virtual power plant using the GIVE platform, allows Nuvve to participate in electricity markets with a power capacity comparable to traditional generators. Based on “Vehicle To Grid” technology or “v2g” the GIVE platform gives benefits to public organizations, businesses and homes by reducing the cost of electric infrastructure and reducing CO2 emissions.

Nuvve ApS, located in Denmark is looking for a Sales Manager to strengthen our team. You will work with Nuvve’s global team as a critical part of our fun and fast paced company. As the Sales Manager in the Nordics, you will forge new partnerships and grow V2G sales and installations in the region (Denmark, Sweden, Norway, Finland). Key strengths include technical industrial sales and the ability to close deals.

Nuvve’s Nordic Region headquarters is based in Copenhagen with existing customers located in Zealand and Bornholm areas. We are looking for a dynamic Sales Manager to expand our sales and forge new partner relationships.

### Responsibilities:

- Identify new customers and boost expansion of Nuvve’s NORDIC operation by generating new V2G installations.
- Identify, define and manage corporate partnerships in NORDICS zone
  - Energy companies
  - Leasing companies
  - Importers of EVs / OEMs
  - Large Fleet Managers
- Grow fleet sales with end customers in NORDICS
  - Manage sales leads
  - Identify Opportunities
  - Establish proposals and contracts for Fleets



- Establish first pilots in new markets where necessary in conjunction with Nuvve corporate objectives
- Represent Nuvve at local events, conferences, symposiums
- Coordinate with global marketing the needs and requirements for local sales support materials (website, brochures, posters, banners, other materials), identify local needs and ensure local production of materials as needed.
- Coordinate local PR needs with Nuvve Marketing team
- Manage relationships with local legal advisers for customer contracts and other related items
- Manage relationships with installation companies to deliver Customer Service and installations

**Qualifications:**

- Experience in technical sales required.
- Understanding of fleet sales process a plus.
- Understanding of EVs and EVSE charging a plus.
- Ability to speak and write in Danish and English required.
- Self motivated, self starter. Able to take directions and work solo when required.

Please send all resumes to the email address below:

HR: Lynn Ames  
[Lynn@nuvve.com](mailto:Lynn@nuvve.com)