



Lightyear 


VACANCY

Interim Sales Manager

Requirements

- More than 7 years of experience in sales and/or consulting
- Scale-up mindset
- Tech savvy
- Mission driven

 **Helmond**  **Minimum of 7 years experience**



Making clean mobility available to everyone, everywhere: that's Lightyear's mission. It's clear that traditional car design has to change. The Interim Sales Manager will continue to build the sales organization at this scale-up, with international upscaling at the top of the agenda.

ABOUT THE COMPANY

Lightyear

Lightyear is the story of five passionate TU Eindhoven alumni who won the World Solar Challenge an incredible four times. They decided to transform the car that won the race into an actual car that runs on solar energy: the Lightyear One. The car will go into production this year.

Meanwhile, at their headquarters in Helmond, they're already working on its successor: the Lightyear Two. This second model — scheduled to roll off the assembly line no later than 2025 — uses the same technology with solar cells and will be available for as little as €30,000. Leasing company LeasePlan recently ordered five thousand of them. In addition to Europe, Lightyear also wants to market the model in the United States and Asia.

Lightyear has grown steadily since its launch in 2016. Last year was an absolute record year. They started 2021 with 130 employees, and ended the year with an impressive 360 colleagues. That number should double again this year. They all share a passion for radically changing automotive design and making clean mobility available to everyone. The organization is looking for a passionate Sales Manager to make that dream a reality and help shape Lightyear's international success.

Interim Sales Manager

The Interim Sales Manager will have their work cut out for them: rebuilding the Lightyear sales organization from scratch. As a direct result of the enormous growth that the scale-up experienced, the company has entered a new phase, with sales will take center stage. So it's up to the Sales Manager to make this happen. In collaboration with the VP Sales, they will map out a clear, effective international sales strategy and take the new sales team to the next level.

For the Sales Manager, that will start with implementing clear processes, workflows, and structures around the sales force so they can design and structure the most effective sales funnel possible. The Sales Manager will decide how to continue expanding the sales team and be an inspiring coach, spurring the team on to better performance and international success.

Strategic and operational

In addition to managing the team and the strategic aspect of the role, the Sales Manager will actively engage in sales. They'll hold regular meetings with potential buyers. The recently signed contract with LeasePlan should make one want more; in an ideal world, Lightyear would connect with more corporate customers looking to green their car fleet. By convincingly telling the Lightyear story and mission, and listening carefully to customer needs, the Sales Manager will motivate prospects to do business with Lightyear.

Drive

The Sales Manager will work closely with and report directly to the future VP of Sales. Until they're appointed, Tessie Hartjes will have that honor. At Lightyear, the lines of communication are short, and people move easily between tasks. The Sales Manager should thrive in this dynamic and effortlessly go along with the rapid pace. Driven by the desire and mission to change the traditional automotive industry, they enjoy thinking outside the box.

This role is a great opportunity for an innovative self-starter who knows what it takes to maximize Lightyear's international potential. The Interim Sales Manager will not only make an invaluable contribution to this scale-up's success but also to a cleaner, greener world. ■

Interested? Lightyear has appointed Top of Minds to fill this vacancy. To express your interest, please contact Daan Bouman at daan.bouman@topofminds.com.



“You don’t often get the chance to really build a sales organization from scratch. And certainly not in an organization like Lightyear, where so much is happening. It calls for a professional with solid sales experience, but also someone who can handle the dynamics of a rapidly growing scale-up and who thrives around innovative early adopters.”

Tessie Hartjes, Interim VP Sales