



EV Account Manager – Energy Services

Colorado · Wyoming · Wisconsin
Golden, CO (Primary Office)

Do you feel that the current way EV Charging sales are done are tied to old methods that do not result in the best customer experience or project outcome? Do you believe customers of all sizes deserve the same level of service and attention? When a customer is unsure where to begin, can you guide them through the process and help them clearly see what “done” looks like?

If you answered “Yes” to these questions, then Merit Electric wants you.

Our customer centric team works across nearly every industry, and for the past 10+ years Merit has seen steady growth in EV charging installations. Today, our EV work is an established part of our **Energy Services Division**, and we are looking to expand our sales capacity to support continued growth.

This role is focused on **driving EV revenue**—by creating opportunity, building scope, and closing work that turns into successful projects.

What You Will Be Doing

- Selling EV Charging infrastructure (Level 2 and DC Fast Charging) across the Front Range and beyond, with a focus on commercial customers
- Owning the full sales process from lead → qualified opportunity → scoped project → closed work
- Building conceptual estimates and early budgets either directly or in coordination with the estimating team
- Qualifying and developing new business opportunities through outbound/inbound efforts, prospecting, and existing customer relationships
- Networking and cold calling to develop your own opportunities will be required
- Expanding EV work within Merit’s existing customer base
- Working with field teams as your “eyes on the ground” to validate scope, especially in remote markets (including Wisconsin)
- Clearly articulating scope, cost, and project expectations so customers understand what it takes to complete the work
- Using rebates and incentive programs to help move projects forward
- Coordinating with estimating and operations to ensure what is sold is accurate, buildable, and executable
- Staying engaged through project handoff to support successful delivery
- Continuously improving your approach to pipeline development and closing work

- Stay current on key players in the EV ecosystem (chargers, software platforms, utilities, and incentive programs)
- Sell through education—understand the EV market, vendors, and available solutions, listen to the customer, and guide them to the right approach based on scope, installation, and incentives

What You Will Bring to Merit

- Taking ownership of building a pipeline and closing work
- Integrity, Skill, and Imagination
- Customer-centric mindset.
- Ability to work independently while coordinating with a larger team
- Strong customer communication skills and the ability to simplify complex projects
- Ability to guide customers through complex EV charging projects and close the knowledge gap between vehicles, charging stations, incentives, and electrical infrastructure.
- Understanding of EV charging equipment, vendors, and the broader market (how everything ties together)
- Ability to build relationships that lead to real opportunities
- Remain engaged post-sale as a customer advocate (not a project manager).
- Able to operate in a growing division with a startup mentality
- Ability to work with commercial, fleet, and municipal customers
- Working understanding of how an electrical contractor operates, including estimating, project handoff to project management, and coordination with field execution.

Requirements

- 3+ years in EV charging sales, estimating, or business development
- Ability to generate your own pipeline and close deals
- Experience developing or supporting project estimates is preferred
- Strong communication and presentation skills
- Self-motivated with strong execution capability
- Experience with CRM systems

Reports To

Energy Services Manager

What We Offer You

- Company-provided EV or EV allowance
- A role with clear ownership and accountability
- The opportunity to help build and shape a growing part of the business
- Competitive wages based on performance and growth
- The opportunity to be directly tied to revenue generation and expansion
- Training, development, and support to help you succeed
- A people first culture