

MAEVING

Sales Executive (New York State, USA)

THE COMPANY

Maeving is Britain's first electric motorcycle manufacturer, drawing on the rich heritage of British motorcycle design to re-define the future of urban travel. Our first model, the Maeving RM1, was launched in 2022 and quickly became the best-selling electric motorcycle in the UK. 2024 marked the arrival of the Maeving RM1S, our second model, expanding our reach to riders living beyond the city centres. On top of the exceptional feedback from its riders and the press, the Maeving RM1S has won two prestigious industry awards.

In August 2024, we were immensely proud to see the RM1S named the 'Best Urban Electric Motorcycle' by MCN, the most trustworthy voice in British motorcycling. Then in October, we were awarded the prestigious Simms Medal by the Royal Automobile Club.

Maeving's motorcycles are proudly built in Coventry, UK, the heart of British motorcycle history, and designed by a team of experts, including Triumph's former Head of Product. Lightweight, manoeuvrable, and powered by removable batteries that can be charged at a standard socket (bypassing the need for charging infrastructure), Maeving's motorcycles are accessible, clean, and more fun than other modes of transport.

We are ambitious, fast-paced, and hard-working. Our intention is nothing less than to become the leading global two-wheeled EV manufacturer.

THE ROLE

As a Sales Executive at Maeving, you will play a critical role in growing our presence in the US. This is a unique opportunity to be the first 'boots-on-the-ground' role on the East Coast. You will work closely with the UK headquarter team as well as our growing team in California to drive customer engagement and deliver exceptional sales performance. Your efforts will directly shape Maeving's expansion into one of our most important emerging markets.

The ideal candidate will have a proven track record of delivering strong sales performance, building relationships through strategic communications, and leveraging personalised interactions to move prospects through the sales funnel. As the first employee on the East Coast, we are looking for someone to take a hands-on approach, balancing strategic sales activities with occasional operational tasks. You will thrive in a dynamic environment, working collaboratively with the global team to build on Maeving's success in the U.S.

This role will be based in New York state with a hybrid working arrangement between home and our office based in Brooklyn. As part of the sales team, you will work collaboratively across departments to help shape Maeving's success and influence our growth in our US market.

RESPONSIBILITIES

- **Lead Nurture & Pipeline Management:** Proactively engage with prospective customers through personalised communication, addressing their needs and guiding them through their decision-making journey. Maintaining accurate and up-to-date records of customer interactions and progress within HubSpot.
- **Sales Conversions and Performance:** Deliver strong results against performance metrics, such as lead response times, conversion rates and overall sales figures, as well as looking for opportunities to upsell additional products, such as accessories. Take ownership of your performance while contributing to the collective success of the US team by supporting shared goals.
- **Test Ride & Event Support:** Facilitate in-person experiences such as test rides and events, providing expert advice to convert leads into customers.
- **Collaboration with Teams:** Work closely with marketing to create and execute locally relevant email campaigns that resonate with prospective customers. As well as communicating with aftersales, and operations teams to share insights, fostering a culture of continuous growth and teamwork.
- **Provide Market Insights:** Provide regular feedback on customer sentiment and lead quality to support continuous improvement and help shape Maeving's approach to growth.
- **Hands-on operational support:** As the first team member on the East Coast, we are looking for someone take a proactive approach to customer service and operational needs, including stock checks, and other ad hoc tasks as required to support the business.

PROFILE

MAEVING

- Minimum of 3 years' experience in a sales role, with a proven track record of delivering results
- A confident and charismatic person with excellent interpersonal and communication skills
- Energetic and proactive, with the ability to positively impact team culture through collaboration
- Ambitious and growth-focused, with a consistent approach to seeking opportunities to succeed
- Based in New York, able to work in a hybrid role from a Brooklyn office with flexibility to travel when needed to support the team and business objectives
- Already has a licence or is enthusiastic about learning to ride a motorcycle to fully immerse yourself in the Maeving experience

WHY MAEVING?

Maeving offers an exciting opportunity to be part of a fast-growing, innovative company at the forefront of the electric vehicle revolution. We're a dynamic, motivated, and ambitious team with a collaborative culture that fosters creativity, respect, and trust. At Maeving, every team member plays a critical role in driving progress.

What sets Maeving apart is our passion for making meaningful progress. Whether it's through redefining urban mobility with our award-winning motorcycles, building a trusted and reputable brand, or fostering a collaborative and innovative culture, we are all united by the drive to make a lasting impact.

We're also deeply committed to your personal and professional growth. At Maeving, you'll find opportunities to develop your skills, take ownership of impactful projects, and grow alongside the company. You will be part of a supportive and forward-thinking team where your ideas shape the future of electric motorcycles, and where every team member's contribution is valued.

In just over three years, we've grown from two friends working in a small flat to a team of 40+ highly skilled professionals, manufacturing Britain's best-selling electric motorcycles and expanding into four markets. But we're just getting started. The road ahead is full of exciting opportunities, and we're looking for passionate, driven individuals to join us on this journey.

Please email your CV with a brief covering statement about yourself to chelsea.manning@maeving.com