



EV Business Development Lead

Along with Lakeland Power, Lakeland Generation and Lakeland Networks, Lakeland Solutions is one of the four subsidiaries of Lakeland Holding Ltd., focused on delivering sustainable and innovative energy solutions across our region.

We are seeking an EV Business Development Lead to support the growth of our EV charging network and broader energy solutions portfolio. This role blends technical project work, customer engagement, and business development, and will play a key role in expanding EV infrastructure across residential, commercial, and municipal markets.

The successful candidate will be responsible for identifying opportunities, developing customer solutions, managing contracts, and supporting projects from concept through commissioning and ongoing operation.

Responsibilities include:

- EV Business Development & Customer Engagement
- Identify and develop opportunities for EV charging solutions across residential, commercial, and municipal customers
- Build and maintain strong relationships with new and existing customers
- Prepare proposals, pricing, and solution recommendations tailored to customer needs
- Educate customers on EV infrastructure, available incentives, and program opportunities

Project Development & Commissioning

- Support the development of new EV charging sites from concept through implementation
- Coordinate site assessments, feasibility reviews, site design, and project planning
- Work with internal teams, contractors, and vendors to support installation and commissioning
- Ensure projects are delivered on time, on budget, and meet technical and safety standards

Operations & Maintenance

- Support ongoing monitoring, maintenance, and performance of EV charging assets
- Coordinate service providers and assist with issue resolution and troubleshooting
- Help ensure reliable service and a positive customer experience

Contracts & Commercial Support

- Support the development, review, and management of customer and vendor contracts
- Ensure clear scope, pricing, and service expectations are established
- Contribute to financial tracking, project costing, and overall performance

General

- Maintain accurate project documentation and reporting
- Support continuous improvement of processes and service offerings
- Work in alignment with company values, policies, and safety standards

Qualifications

- Post-secondary education in electrical engineering, energy systems, business, project management, or a related field, or equivalent practical experience
- Experience in electrical systems, construction, energy projects, or related field



- Experience in business development, customer-facing roles, or sales is an asset
- Strong communication and relationship-building skills
- Ability to manage multiple priorities and work both independently and as part of a team
- Proficiency in Microsoft Office (Excel, Word, Teams, Planner)
- Valid Class G driver's licence with a clean abstract

What Lakeland has to offer?

- Competitive compensation
- OMERS defined benefit pension plan
- Employer-paid benefit package
- Flexible work arrangements
- Career development opportunities
- Work in a collaborative environment that values innovation, safety, and community impact.

Salary Range: \$70,000-90,000 + sales incentive

Please submit your detailed cover letter with salary expectations and your resume to <https://lakelandholding.bamboohr.com/careers/62> by Sunday, July 12th at 11:59 PM.

Lakeland Holding Ltd. is an equal-opportunity employer, and we value the importance of diversity, dignity and worth of every individual in the workplace. Lakeland offers accommodation for applicants with disabilities in its recruitment processes. If you are contacted by Lakeland regarding a job opportunity, please advise prior to the interview if you require accommodation.

We thank all applicants, but only those selected for an interview will be contacted.

*This vacancy is for a new position