

## **LS Energy Solutions – Director of Business Development**

Please send resume/inquiries to [gilbert@gbasearch.com](mailto:gilbert@gbasearch.com)

As a Director of Business Development, you will increase company revenue by identifying profitable business opportunities and developing long-term strategic business growth strategies. He/she will lead the development of new battery energy storage solutions opportunities within a targeted region to grow LS Energy Solutions' market share. He/she will develop and execute an annual action plan to ensure that sales targets are achieved and KPIs are met. The Director of Business Development will be an expert in company product offerings and develop an understanding of customer needs to identify profitable business opportunities. He/she will build internal and external relationships that maximize performance and increase the company's footprint in the marketplace. The successful candidate for this role is persuasive and adept at negotiating sound business deals, possesses strong business acumen and a growth mindset combined with the skillset to drive LS Energy Solutions' strategy forward at a fast pace.

### **Job Duties/Responsibilities**

- Responsible for the development, implementation and execution of company's business strategy to grow company's presence in the marketplace
- Create and cultivate relationships within the energy industry that promote the company's brand and drive towards the achievement of strategic goals and long-term profitability
- Works with CEO to develop and drive company's long-term strategic initiatives and sales strategy focused on building existing and generating new revenue streams that contribute to overall growth
- Become a subject matter expert on company's products/solutions, industry trends, and competition
- Works with commercial operations to understand customer needs and trends; and develop appropriate strategies to ensure customer needs are met
- Provides leadership and direction to cross-functional teams
- Collaborate with internal stakeholders to develop go-to-market value propositions, create stories, develop marketing material, etc.
- Routinely conducts business analysis, gathers market intelligence and competitive data turning information into viable strategies for successful market penetration/expansion of new opportunities
- Accountable for P&L of business portfolio
- Provides input for marketing and pricing strategies
- Develop a robust funnel of active sales opportunities that meet/exceed annual sales quota
- Build and cultivate internal and external relationships that create new opportunities and accelerate business growth
- Engage with internal team throughout sales cycle for design, engineering, proposal development, and contract support to close new business

- Collaborate with internal stakeholders when necessary on all aspects of strategy, planning, developing, executing and growing company's business
- Post-sale follow-up to ensure customer satisfaction and identify additional opportunities
- Develop account market analytics and performance metrics
- Manage and track pipeline
- Evaluate financial models to determine business feasibility for opportunities

### **Education & Experience**

Bachelor's degree in Business, Finance, Engineering or related discipline (advance degree preferred)

- 5+ years of demonstrated energy storage development experience (full-life cycle and stand-alone)
- 5+ years of commercial and or technical experience (sales, business development, commercial management, application engineering, sales engineer, etc.)
- Demonstrated experience in negotiating, managing, and executing contracts and proposals
- Technical background in electrical power, energy storage, batteries

### **Knowledge, Skills & Abilities**

- Understanding of current engineering principles (related to analysis of power systems, electrical interconnection, battery energy storage systems, etc.)
- Strong financial acumen demonstrated by comprehensive understanding of finance concepts and demonstrated proficiency in energy and financial modeling with ability to evaluate opportunities and develop new business cases
- Skilled in business planning/execution in multiple markets
- Knowledge of revenue streams, ISO markets, project finance, energy/utility markets
- In depth understanding of sales process and how to manage sales within the energy industry
- Understanding of legal terms within a customer agreement
- Ability to work with internal and external stakeholders
- Able to model storage benefits for customers
- Skilled in relationship management
- Strong project management, negotiating, and presentation skills
- Strong (written and verbal) communication and interpersonal skills
- Adaptable, collaborative and able to work with internal and external teams, customers, vendors
- Organized, self-starter with a 'can do' attitude with the ability to think ahead and resolve problems (creative/solution oriented)  
Strong organization skills and ability to prioritize and manage multiple projects
- Ability to drive for excellence and growth
- Skilled in using data to make actionable decisions, problem-solve, and adapt strategies

- Strong technical and operational aptitude
- Driven, persuasive, entrepreneurial, collaborative and able to foster relationships and influence others
- Strong leadership, business acumen and decision-making skills
- Skilled in prospecting, uncovering new opportunities, closing deals

**Salary range:** \$140,000 - \$190,000 annually

**Additional Compensation:** Variable commission structure

**Benefits:** Medical, Dental, Vision, 401(K) with match up 5%, STD, LTD, PTO (10-15 days), 11 Paid Holidays

**Location:** Remote