

## Head of Business Development

In this new role, you will lead AquaBattery's commercial market research, business development and sales activities. Your main task is to explore the energy storage market to understand the market needs and help the management team devise and execute commercial and business development strategies to penetrate the identified markets. Furthermore, you are expected to establish and maintain good relationships with industrial partners as well as to inspire, coach and grow our commercial and business development team to accelerate scaling up of the company.

### **Who we are:**

AquaBattery is a deep-tech company based in the Netherlands working to revolutionise energy storage by developing and selling sustainable batteries. Our mission is to cut energy bills and catalyse the development and uptake of renewable energy technologies across the EU and beyond. We recognise that renewable energy is only part of the solution. Only by pairing it with low cost and scalable long-duration energy storage solutions can we truly make an impact. Our technology has been successfully demonstrated through several prominent installations in the Netherlands and Italy and has reached TRL 6; we are now expanding our team. We are supported by a network of universities and industrial experts in our journey to establishing a sustainable energy future that can rely on 100% clean and affordable energy.

### **What you'll be doing:**

- Research and identify new business opportunities i.e. analyse current and future markets, growth areas in the coming years, short- & long-term trends, customers, relevant partnerships, products and services the market requires.
- Take the lead on devising and executing AquaBattery's commercial & business development strategy.
- Shape project-specific solutions to create the best value proposition and convert leads into sales.
- Work with business, marketing and technical sales support colleagues to develop the commercial approach and processes needed for effective and efficient operation. Ensure that team set the right priorities and collaborates well with all other departments to serve our clients in the best possible manner.
- Your responsibilities include (but not limited to):
  - Meetings with clients and stakeholders, influencing the decision-making process, and negotiating terms & conditions among prospective partners.
  - Understand the needs of the customers/partners/projects to respond effectively with a plan to meet these. Utilise market insights to advise the technical team in their product development.
  - Create and maintain a sale process and pipeline.
  - Draft contracts for customers and partners. Furthermore, assist with the writing of subsidy and grant applications.
  - Manage and execute external communication with the team; this include website and social media.
  - Attend seminars, conferences and events where appropriate.
- You will always act as an ambassador internally and externally and represent AquaBattery's values.

### **Must-haves**

- Motivated by a career in business development and sales of sustainable energy storage technologies;
- An enthusiastic and proactive manager with a proven track record in managing a team of minimum 3 people with commercial and technical backgrounds. Someone who naturally motivates, coaches, inspires and stimulates;
- Proven experience of a minimum of 3 years in the field of business development and/or management. Proven track record with building national and international sales processes with local partners;
- We are looking for someone who can understand technical discussions and be a partner for both commercial and technically oriented clients and colleagues;
- A person with a strong passion for changing society's perspective on the renewable energy transition with our technical solutions;
- Verbally assertive and the ability to effectively represent a tech company; You are fluent in English. Dutch, German or another second language is a plus;
- Experience using tools like Sales Navigator and ActiveCampaign;
- A pragmatic approach with no fear of taking responsibility;
- You love making a direct impact on the growth and success of AquaBattery and her products.

### **Nice-to-haves**

- You preferably have worked 3 - 5 years in the sectors of renewable energy, energy storage, energy asset management or related fields;
- Experience with sales to energy cooperatives, energy companies and/or utilities;
- A leader with positive energy, able to show perseverance in long, complex sales cycles, and who can communicate well with stakeholders (real estate developers, energy consultants and contractors), both at employee and management level.

### **What you can expect:**

- Be part of the mission to accelerate the transition from fossil fuels to renewable energy, and the chance to fast-track your career in a rapidly growing organisation;
- A great team of passionate colleagues with diverse backgrounds, skills and nationalities;
- Have variety in your daily activities; Work-life balance;
- An open environment to express your opinion and share new ideas;
- A competitive salary consisting of a base salary and a performance-based component;
- 25 days of annual paid leave based on full-time employment;
- Travel compensation or an NS Business card;
- The opportunity to join conferences and business fairs.

### **How to apply?**

Please apply by sending your application including a cover letter and resumé to [info@aquabattery.nl](mailto:info@aquabattery.nl). For inquiry, please call 0639656609.

***Agency or sales calls/emails are not appreciated!***