

# Business Developer

At PowerSwitch **we provide high quality energy storage engineering services to developers and IPPs**, ensuring their projects reach full impact and helping their employees become energy storage experts. PowerSwitch strives to support companies as they invest in the transition to renewable energy technologies, transforming global energy infrastructures into more sustainable grids. We take a creative and aggressive approach to energy storage system design and project support, knowing that in this competitive and fast-moving space every minute counts and quality is mandatory. The PowerSwitch team is headquartered in the Pacific Northwest.

## Job Overview:

We are seeking a highly motivated and experienced business developer to join our energy storage consulting firm. The successful candidate will be responsible for identifying new business opportunities, building relationships with potential clients, and promoting our consulting services. The business developer will work closely with the executive team to develop and execute marketing strategies and will collaborate with the program management team to ensure successful project delivery.

## Responsibilities:

- Identify and develop new business opportunities in the energy storage industry
- Build and maintain relationships with potential clients and industry partners
- Develop and execute marketing strategies to promote our consulting services
- Collaborate with the program management team to develop project proposals and budgets
- Coordinate and participate in sales meetings and presentations
- Attend industry events and conferences to stay up to date on industry trends and developments
- Manage the sales pipeline and provide regular updates to the executive team
- Provide input to the executive team on the development of new service offerings

## Requirements:

- Bachelor's degree in business, engineering, or a related field
- 5+ years of experience in business development, preferably in the energy storage industry
- Proven track record of successfully developing new business and building relationships with clients



- Strong understanding of the energy storage industry and the challenges associated with implementing storage projects
- Strong communication and presentation skills
- Ability to work independently and as part of a team
- Willingness to travel for business meetings and industry events
- Experience with sales and marketing software and tools such as Salesforce, HubSpot, or Marketo

If you're interested in this position, please submit your resume and a cover letter explaining why you're the best candidate for the job. We look forward to hearing from you!