



*Come work as the Director of Product Development at a growing company that offers great benefits with opportunities to advance and learn alongside accomplished business leaders ... Become a part of our team!*

## **Get to Know Us**

Flux Power is a fast-paced, high-growth (40% YoY), publicly traded company (NASDAQ: FLUX) that is leading the adoption of lithium-ion technology solutions. We design, manufacture, and sell advanced lithium-ion battery packs that are disrupting the 100+ year old market for lead acid batteries. Our battery packs are used to power industrial and commercial equipment like forklifts and airport ground support equipment, as well as new applications like solar-powered EV charging stations.

## **About the Role**

The role of Director of Product Development will require excelling in defining and developing product roadmaps, commercialization strategies, and oversight of product development process. This position also includes oversight of new customer installs and new product launches. Reporting to the CEO, the position is responsible for developing, communicating, and leading the product development strategy, product management, and execution and working with the CEO and leadership team.

## **What you Will be Doing**

- Lead company's planning and execution of strategies on product development.
- Develop and present Voice of Customer inputs throughout the Product Development process, coordinating with Sales and our Customers to provide timely feedback to the Development Team.
- Develop and maintain a forward-looking Product Roadmap in alignment the company's Strategic Goals.
- Manage strategic initiatives in a fast-paced environment.
- Promote a customer-oriented focus and advocate consultative customer relationships.
- Assesses potential product and business opportunities.
- Analyses current and prospective markets to enable more effective strategies.
- Working with business partners to identify opportunities to grow business and maximize profitability.
- Work closely with VP Sales, VP Engineering, VP Operations, CFO, and CEO in applying best practices and achieving goals.

## **Required Education and Skills:**

- Bachelor's degree in related field strongly preferred, MBA is ideal. 8 + years in product development, planning, or customer service in industrial markets is preferred.
- 5 years plus of business development, marketing, and/or technical sales experience with business-to-business opportunities.
- Experience marketing or selling products or services in an early-stage environment.
- A solid understanding of industrial equipment markets: products, players, and technologies.
- Highly motivated leader, with strong organization skills able to effectively manage multiple priorities concurrently and thrive in a rapidly changing environment.
- Technical knowledge, project management, and ability to influence others.
- Accountability for business, functional, or operational areas, processes, or programs.



## **Other Duties**

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice.

## **What Can We Offer You for All Your Hard Work?**

### **Benefits**

- Medical, dental and vision insurance options
- 401K Plan with company match
- Life Insurance
- Paid Time Off
- Paid Holidays

### **COVID-19 Precaution(s)**

- Personal protective equipment provided or required
- Sanitizing, disinfecting, and cleaning procedures in place

We are committed to a safe, drug-free workplace by performing pre-employment background checks and substance testing.

### **Notes**

- No recruiters, contractors, or consultants, please.
- No relocation assistance or visa sponsorships available for this position.

**Please review our career page at <https://www.fluxpower.com/careers>**

*\*\*\*Flux Power is proud to be an equal opportunity employer committed to providing employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age or disability, or any other class protected by Federal, State or local laws. Flux Power complies with all employment eligibility verification requirements of the Immigration and Nationality Act and all must have the authorization to work in the US.*