



JOB DESCRIPTION

Job Title: Director of Business Development

Job Classification: Salaried FLSA Status: Exempt

Department: Business Development Reports To: CEO

Work Location: Vista, CA

FLUX POWER, INC.

Flux Power develops advanced lithium-ion batteries for industrial uses. Flux solutions utilize its proprietary battery management system (BMS) and in-house engineering and product design. Flux batteries deliver improved performance, extended cycle life and lower total cost of ownership than legacy lead-acid solutions. Flux sells primarily to lift equipment OEM's, their dealers and battery distributors. Current products include advanced battery packs for motive power in the lift equipment and airport ground support markets.

Job Summary:

We have a terrific opportunity for an experienced business development professional. The role will require excelling in defining and developing commercialization and customer acquisition strategies. Reporting to the CEO, the candidate will be responsible for developing, communicating and leading the execution of business development strategies to drive revenue and profit.

Position Responsibilities:

- Lead company's planning and execution of strategies to increase sales and company growth.
- Manage strategic business initiatives in a fast-paced environment.
- Promote a customer-oriented focus and advocate consultative customer relationships.
- Locates or proposes potential business deals; discover and explore opportunities.
- Analyses current and prospective markets to enable more effective strategies.
- Develops sales strategies and positions by studying respective sales channels and customers.
- Working with business partners to identify opportunities to grow business and maximize profitability.
- Work closely with Director of Sales, COO, and CEO in applying best practices and achieving goals.

Requirements

- Bachelor's degree in related field strongly preferred, MBA is ideal. 8 + years in sales, planning, or customer service in industrial markets is preferred.
- 5 years plus of business development, marketing, and/or 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 an ambiguous and rapidly changing environment
- Technical knowledge, project management, and ability to influence others.
- Acquisition of broad technical expertise, business and industry knowledge, and process and people leadership capabilities.
- Accountability for business, functional, or operational areas, processes, or programs.

Benefits

- Medical, dental and vision insurance options
- Cell phone reimbursement
- 401K Plan

- Life Insurance
- Paid Time Off
- Holidays