



Do you want to power the energy transition?

Are you a team player; ready, able and willing to take on varied and complex challenges?

As one of the most innovative and fast-growing companies in the Netherlands, Elestor offers exciting and competitive career opportunities with plenty of scope for both personal and professional development. Elestor has a job opportunity for a:

Business Development Manager

32-40 hours per week
Arnhem, The Netherlands

Position

As Business Development Manager you are the first dedicated member of the commercial team and the primary point of contact for sales related activities. These vary from developing and implementing commercial strategies, to identifying Elestor's beachhead markets, to building strong relationships and acquiring new customers, to negotiating and closing deals. The vast market pull for Elestor's technology predicts a steep growth of international commercial success, which implicitly requires a well-considered commercial strategy.

As Elestor's global commercial organization is currently being defined and created, the Business Development Manager role offers the right candidate the opportunity to develop to a senior commercial position, like end-responsibility for a global territory (EU/USA/Asia).

You are a member of the commercial team and report to the company's CEO.

Profile

The ideal candidate has proven skills, knowledge of, and experience with the commercialization of high-tech capital goods in an international B2B environment. You are a creative, out-of-the-box thinker and a typical self-starter. You have outstanding communication skills and you are able to keep working in a structured way, while under pressure to meet commercial targets.

Tasks and responsibilities

- First point of contact for all sales activities (excl. key accounts)
- Acquire new customers, able to build and manage strong relationships
- Negotiate and close deals
- Build and maintain partnerships with key stakeholders in the renewable energy industry
- Develop and implement commercial strategies according to the company goals and objectives, aiming to accelerate to hyper growth
- Structure commercial activities and define, manage and maintain a CRM system
- Understanding of customers' requirements and ability to communicate these to the internal organization (scientists, engineers)
- Prepare reports for Elestor's Management Board
- Assist in setting financial targets, budget development and monitoring

Education, skills and experience

- At minimum 5 years of experience and a proven track record in a similar commercial role (B2B, high-tech capital goods)
- Excellent analytical and strategic thinking to identify and develop the company's primary beachhead markets
- Knowledge of and experience with the (renewable) energy sector
- Excellent interpersonal abilities and outstanding communication skills
- Good organizational and presentation skills (conferences, seminars, exhibitions)
- A technical background is a plus, a good and broad technical understanding is a must
- Collaborative mindset, typical team player
- Fluent in written and spoken English
- Willing to travel internationally

Our offer

Elestor offers an open, action-oriented and exciting working environment in a diverse and international team of highly skilled professionals. We have a flat management structure and offer many opportunities to excel and grow for the right candidates. Terms of employment are competitive and include participation in a Stock Appreciation Rights (SARs) program.



About Elestor

Elestor has been recognised as 1 of the 10 most innovative companies in the Netherlands by both the University of Amsterdam and the Dutch Chamber of Commerce. We are about to embark on an ultra-rapid growth path, fueled by multi-million euro investments as well as by agreements with clients strategically adopting our innovative storage technology in commercial settings.

Elestor's revolutionary low-cost flow battery systems have received several national and international awards in recognition of our ability to reduce the cost of storing electricity to an absolute minimum. Our batteries are made in accordance with a triple cost reduction strategy, using low cost and abundant active materials (hydrogen and bromine), a compact and easy to manufacture cell, and a patented pressurized system design.

Elestor has the technology to play a decisive role in realizing the energy transition towards a 100% clean electricity supply. The international market pull for Elestor's technology is concrete and very fast growing. Elestor's ambition is to build the Gigafactory equivalent for flow batteries.

Elestor is an equal opportunities employer: We believe diversity aids creativity and innovation, so whatever your race, colour, nationality, national or ethnic origin, sex, gender, marital status, religion, age, sexual orientation or disability, you are welcome to join our ranks. We actively promote inclusion and we abhor discrimination. We treat all our employees, contractors, workers, job applicants, suppliers, clients and everyone else with respect.

How to apply

To apply for this position, please send your application with CV and motivation letter to hrm@elestor.nl