



Director of Sales, Europe

Location: Frankfurt or Munich Germany

“The battery is the technology of our time.” -The Economist

Voltaiq's cloud-based Battery Intelligence software platform brings unprecedented data analytics, visualization, and predictive capabilities to any company with a battery-powered business model. Top automakers, consumer electronics, and energy storage companies use Voltaiq to accelerate product development, improve performance, ensure safety and reliability, and secure financing for their products. Our high-powered team comprises PhD scientists, expert data professionals, and battery industry veterans, all passionate about enabling the global energy transition. Voltaiq has offices in Brooklyn, NY and Berkeley, CA, serving customers around the world.

The role:

We are looking for a high-performing European Director of Sales to meet our customer acquisition and revenue growth objectives. The sales director responsibilities include developing key growth sales strategies, tactics and action plans in our target markets and continuing to build on our success in Europe. The successful candidate will have significant experience in lithium ion batteries and a strong working knowledge of the European automotive customer base.

Responsibilities:

- Develop relationships with key customer decision makers in our vertical markets (automotive, grid, materials, battery cell and system suppliers) with the objective of growing revenue and further building on Voltaiq's presence in Europe
- Provide sales support to existing customers to ensure customer satisfaction and retention, and explore new business opportunities with the goal of increasing revenue with these customers
- Lead new customer growth activity and develop new opportunities through product demonstrations, meetings with key decision makers, and proving the value of our products to their business
- Provide detailed information on customer requirements to the Product Management organization for inclusion in product development planning
- Monthly, update the rolling 12 month forecast with current revenue projections for existing customers and new opportunities
- Provide prioritization, direction, and support to the local applications engineering team to support customer technical inquiries
- Become familiar with Voltaiq products and capabilities to competently present this information at customer sites
- Update CRM in a timely manner with all current account information, contacts and projects
- Significant travel to customer sites and tradeshow

Voltaiq, Inc.

15 Metrotech Center • 19th Floor • New York, NY 11210

2150 Shattuck Avenue • Suite 704 • Berkeley, CA 94704

www.voltaiq.com



Qualifications:

- Extensive knowledge of the European automotive customer segment
- Technical experience working in the lithium ion battery market segment in either a sales or applications role
- Demonstrated account management skills, preferably in a senior or leadership role, developing client-focused, differentiated and achievable solutions
- Knowledge of selling SaaS enterprise products
- Ability to communicate, present and influence all levels of the organization, including executive and C-level
- Proven ability to drive the sales process from plan to close
- Excellent communication, listening, negotiation and presentation skills
- 5 - 7 years' experience in a senior sales management role
- Undergraduate or Graduate technical degree with either an electrical, mechanical, or electrochemical focus

Voltaiq is an equal opportunity employer and is committed to achieving a diverse workforce through application of its equal opportunity and nondiscrimination policy, in all aspects of employment.