

Sales Director

Department: Sales

Employment Type: Full-Time

About the Role

The Sales Manager will be responsible for driving new customer acquisition, managing active accounts, and expanding the Company's market presence across target industries. You'll work directly with senior sales leadership to identify prospects, manage the sales cycle, and deliver tailored technical and commercial proposals to customers. This is a hands-on role for a strategic, technically fluent sales professional who thrives in fast-paced, cross-functional environments.

Key Responsibilities

- Identify, qualify, and close new customer opportunities across UAV, LEV, and consumer electronics sectors
- Manage all stages of the sales cycle — from prospecting and proposal development to negotiation and closure
- Maintain and update opportunity data and forecasts within Salesforce CRM
- Collaborate with Engineering and Product teams to translate customer needs into technical solutions
- Partner with Marketing and SDR teams on targeted outreach campaigns
- Support trade shows, events, and presentations to showcase the Company's battery technology
- Deliver accurate forecasts and weekly pipeline reports to Sales leadership
- Provide customer feedback to inform product roadmap and pricing strategies

Qualifications

- 10+ years of B2B sales experience in energy storage, aerospace, mobility, or advanced manufacturing industries, with a strong preference for battery sales experience
- Proven success in closing large, complex deals and managing key accounts
- Expert-level proficiency in Salesforce CRM, including reporting and pipeline forecasting
- Strong financial and analytical acumen (Excel, PowerPoint, and data-driven reporting)
- Excellent communication, negotiation, and presentation skills
- Bachelor's degree in business, engineering, or related field (MBA preferred)

Travel

- Frequent domestic and infrequent international travel.

Physical Requirements/Work Environment

- Prolonged periods of sitting at a desk and working on a computer