



Business Development Manager - Wind - Energy Storage

Location

Boston, MA or Fremont, CA

Overview

The Business Development Manager, reporting to the Sr. Director of Business Development, will formulate and develop Satcon's partnership strategy and market approach for the wind industry, and storage solutions for grid and standalone PV systems. The successful candidate must be an expert at identifying and engaging strategic partnerships to complement Satcon's solutions and ensure successful entry in to defined markets.

Based on market analysis, the candidate will articulate a strategy and formulate partnership tactics to support the growth of commercial opportunities for Satcon's solutions for the defined markets. The successful candidate will define the scope of the commercial opportunity for each of the defined segments, define and execute on partnership requirements, and work closely with Product Management to deliver solutions. The Business Development Manager will be the primary sales expert within Satcon for solutions in the defined markets, and must have a sufficient technical expertise to communicate the company's capabilities to customers.

Description of Duties

- Market Strategy and Positioning – The Business Development Manager will play a critical role in determining Satcon's strategy for defined segments and translating these into the overall corporate and partnership strategy for those segments.
- Identify key decision makers and influencers within each potential partner organization.
- Develop relationships with potential partners in close liaison with company's Applications Engineering and Sales Management groups.
- Develop Business Development plan for each segment for presentation to the Global Director of Business Development, VP of Sales & Marketing and President.
- Drive and coordinate meetings between partner/clients and Satcon management as well as specialists with particular emphasis on bringing together key stakeholders at the owner/operator level to present cost effective and technical solutions.
- Follow and implement the company's commercial guidelines and gain approval for specific agreements with client/partner.
- Travel regularly within assigned geographical area to meet with partner/clients
- Analyze competitive product offerings, internalize market dynamics, prioritize customer needs and translate into a tactical roadmap for the sales team
- Partner with the Product Management Team in the collection, generation and implementation of ideas for comprehensive product delivery

- Develop marketing, positioning and communications strategy for customers that differentiates Satcon's offerings.
- Serve as internal expert and support all sales activities related to defined market segments.

Special Qualifications or Background Needed

- 7+ years of experience in business development
- MS in Electrical Engineering strongly preferred; Technical Degree required.
- Demonstrated expertise in storage solutions for PV and Wind industries
- Experience in developing and managing strategic partnerships
- Working knowledge of power conversion solutions for PV and Wind industries
- Strong problem-solving, strategic thinking, and analytical skills
- Very strong team orientation
- Strong communication skills, including inter-personal, and strong writing, and public speaking skills

About Satcon

Satcon Technology Corporation is a leading provider of utility scale distributed power solutions for the renewable energy market, enabling the industry's most advanced, reliable and proven clean energy alternatives. For over 24 years, Satcon has designed and delivered the next generation of efficient energy systems for solar photovoltaic, stationary fuel cells, wind-turbines, and energy storage systems. Send resumes to: HR@satcon.com To learn more about Satcon, please visit our website, www.Satcon.com

Satcon is an EEO/AAP Employer.