

Job Description

Job Title: Business Development Manager

Business Unit: Distributed Power Solutions	Department: Business Development	FLSA Classification: Exempt
Reports To: Director, Commercial Operations	Salary Grade:	Location: Remote
Job Description Revision Date: 02/10/2023	Physical Exam Type:	Type: Full-time

Job Summary: The Business Development Manager is responsible for expanding and generating revenue in developed and undeveloped markets for temporary power projects. This may include international business expansion and facility development. The Business Development Manager will execute and optimize a strategic and solution-oriented approach towards understanding customer needs and creating interest within selected market verticals and channels. Day to day responsibilities include managing the entire sales opportunity process cycle, from cold calling, attending conferences, engaging prospects, defining requirements, building business cases, and negotiating and closing new business.

Duties/Responsibilities:

- Coordinates and manages domestic and international growth projects.
- Prepares and reports progress on projects, monitoring until complete.
- Evaluates projects according to applicable regulations and criteria.
- Develops and creates commercial and service agreements focusing on custom made power generation solutions for different industry verticals.
- Acts as liaison of business expansion in different markets and verticals developing long term customer relationships.
- Conducts special research on current market verticals and analyzes development activities in order to qualify company performance and advises on new industries where the company should focus resources.
- Manage a complex sales cycle from prospect identification to contract completion, ensuring accuracy in communication and documentation throughout the process.
- Cold calling, account management, customer presentation development, closing customized power solutions projects.
- Generate leads through direct prospecting and networking efforts, including attending regional or national conferences.
- Actively listen to and engage prospects, identifying needs, educating, and providing industry leading temporary power solutions.
- Stay informed of the power generation industry, competitors, new services/product offerings and pricing.
- Provide a clean line of communication between the customer and DPS's technical team addressing pain points and increasing customer satisfaction.
- Proactively contribute to continuous improvement, providing input on current products/offerings, marketing strategies, sales improvements, solution offering, and team collaboration.
- Coordinate the introduction of the appropriate resources during the implementation project such as engineering and technical support.

Required Skills/Abilities:

- Have general understanding of power generators, natural gas engines, dual fuel turbines, electrical distribution equipment and substations.
- Ability to develop strong customer relationships.

- Proven track record on sizing and developing customer power solutions for customers within the US and/or internationally.
- B2B sales experience selling to Directors and Vice Presidents.
- Proven track record of success prospecting, identifying, and closing new business and managing a pipeline.
- Desire and passion to assist large commercial clients solve their temporary power needs.
- Excellent verbal, and written communication skills that uses powerful stories to bring clarity to complex power generation projects.
- Ability to gather, collate, and analyze a variety of data.
- Understanding of business goals, objectives, programs, and services.
- Basic understanding of community resources and development needs.
- Thorough understanding of economic development principles and practices.
- Maintains weekly, monthly, and quarterly progress reports using Salesforce.
- Work collaboratively with internal technical, logistics, and finance teams to develop winning proposals, compelling presentations and to later negotiate and close business deals.

Education and Experience:

- Bachelor's degree with at least some coursework in Public, Business Administration, or Engineering preferred.
- 5-10 years of experience on the temporary generation markets. Preferably having proven experience in the utility market.

Physical Requirements:

- Prolonged periods sitting at a desk and working on a computer.
- Must be able to lift up to 15 pounds at times.

Travel Requirements:

- Position requires domestic or international travel and overnight stays depending on business requirements and could be up to 60%.