

# POSITION DESCRIPTION

<b>Position Title</b>	<b>Technical Business Development Manager</b>		<b>FLSA Status</b>	<b>Exempt</b>	
<b>Reports To (Position)</b>	<b>President &amp; C.E.O.</b>		<b>Author(s)</b>	<b>Karla Thornton</b>	
<b>Department</b>	N/A	<b>Origination Date</b>	28 Jan 2023	<b>Rev. Date</b>	02 Feb 2023
<b>Department Manager</b>	N/A	<b>Review /Approval Signature</b>			

*By signing below, I (employee) acknowledge that I have received a copy of this job description, I have read and understand the responsibilities of the position, and I agree to perform those responsibilities effectively. I further acknowledge that my signing of this document does not alter my employment-at-will relationship with the company.*

Employee Name (Printed)	Employee Signature	Date
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## Position Summary

The Technical Business Development Manager specializes in the development of the future zinc battery market, R&D projects, and supports Sales with customer interface on an international level.

## Specifications

<b>Education</b>	<ul style="list-style-type: none"> <li>Degree in Chemical or Electrical Engineering required, other science-related degrees will be considered. Master's degree preferred.</li> </ul>
<b>Certifications and Licenses</b>	N/A
<b>Knowledge, Skills and Abilities</b>	<ul style="list-style-type: none"> <li>Proficiency in MS Office, specifically Excel and PowerPoint required.</li> <li>Strong presentation skills, with clear and concise verbal and written communication.</li> </ul>
<b>Experience</b>	<ul style="list-style-type: none"> <li>Minimum 5 years' experience in a similar role preferred.</li> </ul>
<b>Key Competencies</b>	<ul style="list-style-type: none"> <li>Multilingual preferred</li> <li>Self-starter with minimal supervision</li> <li>Ability to collaborate and energize indirect reports/internal customers.</li> </ul>

## Key Responsibilities (Essential Functions)

	% of Time
1. Develop and understand new markets for the company's products by aligning directly with the end user or other stakeholders.	<b>40</b>
2. Liaison for R&D projects with technical business partners and the company, including management of the R&D budget.	<b>20</b>
3. Attending technical conferences to represent the company while coordinating future technical and sales opportunities.	<b>10</b>
4. Ability to generate project schedules and sales funnels related to new business opportunities.	<b>10</b>
5. Required to support and align with the Sales and Marketing team for current and new customer opportunities.	<b>10</b>
6. Interface with external customers or stakeholders, including customer visits.	<b>10</b>

<b>Department</b>	<b>Sales and Marketing</b>	<b>Position Title</b>	<b>Customer Service Representative</b>		
<b>Reports To</b>	TBD	<b>FLSA Status</b>	Exempt	<b>Effective Date</b>	01/28/2023

**Working Conditions**

- Office Environment: Employees are protected from weather conditions or contaminants, but not necessarily occasional temperature changes.
- Domestic and International travel is required. Estimated as 50% travel time.

**Physical/Mental Requirements**

- Positions in this class typically require: reaching, standing, walking, typing, repetitive motions.
- Sedentary Work: Exerting up to ten pounds of force occasionally and/or a negligible amount of force frequently.