

## **Flux Drive - Vice President of Business Development**

### **Summary**

Reporting to the CEO, the VP of Business Development is responsible for the company's revenue generation goals. This position is responsible for the development and execution of the company's sales, business development, and global distribution and channel strategy.

### **About Flux Drive**

Flux Drive has developed a patented mechanical, magnetic transmission technology that offers energy savings in a wide range of motor driven applications, such as pumps, blowers, conveyors, etc.. Specifically, Flux Drive has developed two product lines: The Flux Drive Adjustable Speed Drive (ASD) that is designed for variable speed applications and the Flexible Soft-Start Coupling line is used for constant speed applications requiring reduced power at startup.

Flux Drive is a dynamic, rapidly growing, venture backed company based in Sumner, WA. Flux Drive offers its employees competitive salaries combined with equity participation.

[www.FluxDrive.com](http://www.FluxDrive.com)

### **Key Responsibilities:**

- Take a leadership role in authoring the company's sales and business development plans.
- Design the company's sales channel strategy, recruit partners, and support them to achieve company revenue generation goals.
- Build and maintain high level contacts with current and prospective customers and partners, drive sales cycle and deliver revenue growth.
- Develop the company's Go-To-Market strategies for each market segment and facilitate business growth by working with strategic clients and business partners to unlock revenue channels.
- Prepare and present sales progress and revenue forecast reports at the Board of Directors meetings.
- Establish and manage sales compensation and incentive plans.
- Develop, document and manage repeatable, measurable sales processes, set appropriate metrics for sales funnel management and regular reporting.
- Design, implement and manage ongoing budgets for sales, marketing and partner contracts.
- Build and lead a highly functioning team of technical sales representatives, business development managers, and marketing professionals.

### **Required Skills and Experiences:**

- BA/BS Degree from an accredited post-secondary institution with 10+ years in an executive sales or business development position.; or 15+ years experience w/o degree
- Experience with start-up companies and environments.
- Proven success in creating a market around a new product introduction.
- Ability to plan and manage at both the strategic and operational levels.
- Established contacts and relationships with key customer segments and channel partners.

- Outstanding selling and interpersonal skills with executive level customers and partners.
- Proven evangelical sales track record in a new product/new market environment.
- Experience with established sales methodology, sales funnel management, and sales management software tools.
- Capability to create a result driven, team oriented sales culture and environment.
- Proven ability to manage people and build effective teams.
- Experience with and ability to communicate business strategies and performance to executive level audiences, as well as board of directors.
- Has owned marketing including trade shows, PR, analyst relations, collateral and website development, etc.

**Preferred Skills and Experiences:**

- Significant experience in the industrial power transmission industry.
- MBA.
- Engineering background or degree.
- Experience building international distribution channels.
- Multi-lingual