

Sales Director

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Company: Breathe Battery Technologies

Location: United Kingdom

Category: other-general

You'll already be an expert in selling technical solutions to OEMs but you want to work on something new and groundbreaking. You might have an interest in battery technology and if you value working for a company with a mission to use technology to tackle climate change, even better.

Your focus will be on developing and closing new business with target OEMs. You will work with a small list of accounts consisting of the biggest brands in Automotive & Consumer Electronics.

Engage new prospects to explain how Breathe's embedded software products solve their pain

Building and delivering compelling proposals that demonstrate the value of Breathe's solution

Build consensus and move deals forward with velocity.

Understand the pain prospective customers face related to battery system performance and its impact on end-user experience.

Consistently build champions and create strategic accounts.

Proactively and efficiently manage the deployment of company resources in support of business opportunities to ensure successful outcomes for both the customer and Breathe.

Continuously enhance your understanding of Breathe's products and services, industry trends, and competitor offerings, to enhance product positioning and provide feedback that contributes to improving our product roadmap.

Requirements

Minimum 5 years solution-selling experience with a proven track record of creating and closing new business

You have recent experience closing high value deals with fortune 500/enterprise businesses

Experience selling advanced technologies into Consumer Electronics or Automotive OEMs would be highly advantageous

You understand how to sell value and build consensus at all levels of the customer organisation

You have proven experience working with engineering and commercial stakeholders at your clients

High level of attention to detail

You're available to travel when required

Willingness to work from our London office

You want to make a positive change in the world through your work

Benefits

Take the lead in building one of our two target markets (Automotive & Consumer Electronics)

A start up with a validated solution, industry recognition and existing customers in the pipeline

A small, talented, and cohesive team working on the common goal of using technology to impact climate change

We're bringing a revolution in battery technology, we genuinely believe we are writing the future, you can be part of that revolution

You'll have the chance to work with the biggest and best Automotive and Electronics businesses in the world

The ability to have a big say in how the company is run and where we are going

Share options scheme

26 paid days of holiday per year plus public holidays

Support in professional development (Courses/Conferences/Mentorship)

Ethical pension scheme

Flexible working hours

Well-equipped, modern, dog-friendly central London location

At Breathe, we believe that having diverse perspectives within our team is an essential part of innovating quickly, thinking from first principles, and expanding our expertise. Ultimately, enabling us to deliver better products to our customers.

We aim to attract, nurture and retain diverse individuals. Because that's how we do our best work. And because that's the kind of world we want to live in.

We welcome and encourage applications from all qualified candidates and are willing to provide accommodations as needed throughout the recruitment process.

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