



DRIVING THE FUTURE OF ELECTRIC VEHICLES

We are the world leader of in-wheel motors for passenger cars, light commercial vehicles and future transport solutions.

Protean Electric is an automotive technology firm with around 150 talented people globally.

Our purpose is to make electric vehicles better, for the people who use them and for a sustainable world. Our mission is to make in-wheel motors a standard automotive product, used by customers worldwide.

Business Development Director

Shanghai, China

The Role

Business Development Director will lead Protean's business development activities in China, including lead generation and fulfilment in both traditional OEMs and emerging OEMs, supporting marketing activity and product planning. This role needs to coordinate with all functions and teams inside Protean, and relevant 3rd parties, to deliver products and services to customer expectations, as well as achieve sales targets in the China.

Responsibilities

- Develop and implement business development strategies and tactics to ensure achievement of the group objectives. Setting appropriate targets and monitoring and reporting against those targets on a regular basis.
- Identify and develop target accounts, nurturing those with high potential into Key Account status. Ensuring the proper development and growth of those accounts, with the objective of generating long term and high-volume sales.
- Carry out market analysis in the territory to determine the best fit market segments, analysing the core value propositions and entry strategies. Work with the Protean technical, commercial and marketing teams to develop and implement compelling go-to-market strategies.
- Lead the preparation and presentation of high quality technical proposals; negotiating and closing deals.
- Develop and maintain close relationships, at all levels, with pre-sales and post-sales teams across the company and with the relevant departments in our Licensees.
- Ensure the continued professional development of the sales team.
- Take the commercial lead with customers monitoring the delivery, invoice and payments on signed contracts across their active accounts.

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- Maintain the sales reporting system in line with company objectives, commission plans and targets. Contribute towards the development of new solutions, incl. gathering market intelligence, defining product requirements and business case development.
- Support and contribute to the planning and execution of marketing events as well as PR activities related to new business development.

Reporting, Location & Travel

- The role is based in Shanghai and will report into Vice President - Business Development (UK). Frequent domestic travel and some international travel is required.

Qualification and Requirements

- 15+ years of relevant technical sales or business development experiences, and experience of electrification product and solution selling is preferred.
- Extensive experience in a leading Tier 1 and/or automotive OEM is essential.
- Existing relationship with leading traditional and emerging automotive OEMs is essential.
- Good knowledge in automotive architecture and electrified powertrain systems is preferred.
- Able to demonstrate competent presentation, relationship management and new technology selling skills as well as commercial negotiation skills especially across multinational corporations.
- Strong creative spirit and good planning, execution and negotiation skills to achieve long term objectives. Self-motivated go-getter, requiring minimum supervision.
- Teamwork spirit, customer-focus, analytical and result-oriented.
- Excellent verbal and written communication and interpersonal skills in Chinese and English.