



## 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

**Auburn Hills, MI, USA**

### **The Role**

Business Development Director will lead Protean's business development activities in US, 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 3<sup>rd</sup> parties, to deliver products and services to customer expectations, as well as achieve sales targets in the US.

### **Responsibilities**

- Lead and implement sales and business development strategies and plans for target customers according to the company business strategy.
- Identify and reach out to key accounts via various means (relationships, references, cold calling) to generate sales leads. Identify and develop new accounts to extend the sales reach in the territories assigned.
- Coordinate the preparation and presentation of technical proposals, negotiate and close deals.
- Develop and maintain close relationships with pre-sales and post-sales teams across the company and also with the relevant 3<sup>rd</sup> parties. Contribute towards developing the required sales and product skills within the team.
- Take the commercial lead with customers monitoring the delivery, invoice and payments on signed contracts across their active accounts.
- 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.

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### **Reporting, Location & Travel**

- The role is based in Auburn Hills MI and will report into the Vice President – Business Development. 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 convincing 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.

