



## Diversity matters

We really care about diversity and inclusion. Solving a global problem means representing as many voices from as many backgrounds, communities, and beliefs as we can within our own company. That should happen across all parts of the business and across all levels of seniority. No matter your background, where you're from, what you look like, who you love, or how you identify – if you share our values, believe in our vision for the future and have humility, you'll be welcomed and respected.

## Working for Relyion Energy

We're obsessed with building a world-class experience for everyone who joins the team. You'll be proud of telling people where you work and the impact you're having. You'll be surrounded by the brightest and smartest minds, in a fast-paced environment as we build something truly special and necessary for the world.

As a company and leadership team, we'll double down on our investment in you – making sure you have the conditions needed to succeed; that means funding, autonomy, a voice so you know your ideas are heard, and the ownership of something that really matters in helping to deliver on our mission.

## What you'll own

We hire people who are smarter than us to help move the company forward to a better future than where we'd be on our own. This is what we need from this role – we'll share more details as part of initial conversations, and will be open to your input too.

EV growth will be followed by a tremendous volume of retired EV batteries. Additionally, the stationary energy storage sector is expected to grow exponentially, requiring Li-ion battery technology and other solutions. The combined growth of EVs and the stationary sector is not sustainable for battery production/manufacturing increases. The second use batteries could be an effective solution for both the stationary and the transportation sector IF a technology can be developed to handle retired batteries. At Relyion Energy Inc, we have developed a plug-and-play solution that can take various batteries from different OEMs, chemistries, form factors, scales, power/energy ratios, etc. We have developed prototypes in our Santa Clara office. We are also working with Stanford on ML/AI programs for further development.

The candidate for Business Development Lead should be able to work independently, build relationships with various market stakeholders across the ecosystem, conduct market research, and develop business strategies to meet company growth milestones.

The Business Development Director will report to the CEO.

## Primary duties.

- Drive commercialization activities
- Identify and research potential customers and development partners
- Coordinate with technical teams to develop outreach strategies and meaningful engagements with partners
- Develop and maintain relationships with various customers and stakeholders

- Generate new leads, identify and contact decision-makers, and screen potential business opportunities
- Create and give presentations to prospective clients and internal executives
- Monitor and evaluate industry trends and customer drivers and meet regularly with management and stakeholders to discuss strategy
- Assist team with business and commercialization strategy
- Maintain and share professional knowledge through networking, events, and presentations
- Blend of “deal management,” strategic thinking, international business acumen, and marketing skills

Other responsibilities.

- Marketing our core strengths to partners, fostering and developing new partnerships, and closing partnership and deals
- Represent the company to potential partners and lead discussions on possible partnerships and joint ventures
- Excellent negotiator
- Lead the reviewing, updating, developing where necessary, documenting, and implementing proposal development templates, resource tools, and forms
- Serve as the proposal manager for the proposed strategies, teaming agreements, and technical portions or submissions, including drafting corporate capabilities, branding and marketing plans, and other corporate documents
- Conduct after-the-fact analysis of proposal development to find opportunities for improvement
- Coordinate teaming agreements, subcontracts, and other institutional agreements with partners
- Prepare and present formal presentations to prospective clients based on their needs

Candidates should have the following skills/credentials

- Experience in both the project management and sales side of running a business
- Strong customer service and sales skills for generating leads and providing input to the technical team
- Advanced presentation and persuasive skills
- Excellent leadership and teamwork skills
- Strong communication and interpersonal skills for building meaningful relationships with clients
- Extensive knowledge of productivity tools and software
- Attention to detail and organization skills for honing in on each necessary task
- Advanced decision-making and problem-solving skills
- Candidate in the Business program or equivalent
- Ability to work with technical team to prepare marketing material
- Ability to do cash-flow analysis/proforma's
- Demonstrate initiative, ownership, and focus
- Water walker

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