

Position: Business Development Manager - USA
Reports to: CEO
Location: USA

The Opportunity:

ERLPhase Power Technologies Ltd seeks a professional, innovative and driven individual for the position of **Business Development Manager-USA**. If you are a team player, technically well versed with Power Systems in general and with Power System Protection in particular, enjoy client interaction as your profession and are looking to build a dynamic career, then this may be the position for you!

The Business Development Manager-USA is responsible for developing new client bases and generating new revenue streams in the USA, and managing the development and implementation of sales strategies. Multi-tasking and time management are critical pre-requisites for the role. Travel up to 50% may be required.

Responsibilities:

- Generate a plan for business promotion identifying prospective future clients in agreed selected geographies in conjunction with working with the Sales Team.
- Work with targeted USA clients to establish suitable solutions within ERLPhase products range and establishing client expectations during sales presentations for client approval of sale.
- Develop leads through networking and cold calling to perspective clients and attending tradeshow
- Establish and nurture key business relationships
- Maintain awareness of the latest industry developments, including competitive positions of relevant businesses
- Evaluating client needs and the company's abilities to meet those needs
- Generate progress reports, report client feedback, developing industry issues, and competitive activities
- Development of growth strategies focused on financial gain and client satisfaction
- Prepare sales contracts ensuring adherence to laws and company established rules and guidelines
- Responsible for hiring new agents in identified geographies, educate them on our products and offerings and help them to successfully gain new clients.
- Working with Regional Sales Managers as needed
- Participate in ERLPhase marketing and sales activities and industry technical meetings and conferences.
- Maintain thorough knowledge of company's products and applications.
- Maintain a good understanding of the Power Industry regulations, and NERC standards
- Have awareness of ERLPhase market positioning.

Skills & Qualifications

Basic Qualification (Required Skills/Experience):

- Degree in **Electrical Engineering** or equivalent work experience
- Minimum 5 years' experience in protection of electric power systems
- At least 10 years' experience in selling complex technology
- Ability to travel up to 50%
- Proven track record in selling to utilities or complex technical sales in a related field at a senior level.
- Demonstrated track record of successfully penetrating large accounts in a complex selling environment.
- Experience in building and training sales teams.
- Experience with protective relay applications and industry practices

Skills To Be Successful:

- Entrepreneurial spirit
- Ability to learn new skills and assume new responsibilities
- Excellent technical training, speaking and writing skills
- Ability to build rapport
- Background check results satisfactory to ERLPhase
- Negative drug test result(s)
- Negotiation skills
- Time management and planning skills
- Very strong computer and business software skills.

Equal Opportunity Employer

ERLPhase is an equal opportunity employer. Employment decisions are made without regard to race, color, religion, national origin, gender, sexual orientation, gender identity, age, physical or mental disability, genetic factors, military/veteran status or other characteristics protected by law.

Disability Accommodations

ERLPhase welcomes applications from people with disabilities. Applicants may request reasonable accommodation related to the materials or activities used throughout the selection process.

Relocation

This position does not qualify for relocation. Candidates must reside in the territory for which the position is being applied. To determine if eligible, please visit [ERLPhase Power Technologies Ltd.](http://www.ERLPhase.com)

US Work Eligibility

Candidates must be legally authorized to work in the USA and be able to have no restrictions to travel to Canada as needed.