

Job Title: Business Development Leader North America

Reports To: Vice President Sales & Marketing, North America

Location: Atlanta preferred

Employment Type: Full Time

Summary:

Business Development Leader is primarily responsible for growing Ampacimon's grid monitoring solutions business in North America (US & Canada): identifying and nurturing new business opportunities, closing business, developing customer accounts, and driving territory/account-based opportunities in key regions of US and Canada, primarily within the Power Transmission segment of investor-owned utilities, Public Power utilities & Cooperatives.

Responsibilities, Primary:

1. **Create and execute sales plan** for Ampacimon's grid monitoring solutions business in the Power transmission and distribution business segment of investor-owned utilities, Public Power & Cooperatives for the assigned regions and accounts in US and Canada.
2. **Perform the execution phase and analysis phase of Entrepreneurial Selling @ Ampacimon Inc,** involving: (i) Engaging the prospect (Lead generation, Sales pitch preparation & qualifying), (ii) Making the Match (determining fit, proposing), (iii) Doing the deal (Closing, Re-setting expectations), (iv) relationship management, (v) Measurement.
3. **Attain Revenue Targets** and consistently close business on a quarterly basis

Required Skills:

1. **Prospection and Lead development** – the BD Leader is required to work diligently, persistently and strategically to create new opportunities. This involves identifying and participating to the right forums allowing Ampacimon to get exposure to potential customers or prescribers. Define and create content to articulate Ampacimon's value proposition. Prioritize market segments to spend ones time efficiently in leads creation
2. **Executive communication** - capable of projecting the brand Ampacimon wants to convey in the marketplace, both in written and direct forms. Ability to deliver “elevators pitch” to senior business leaders to convince them of Ampacimon's value. Ability to make a first impression, and secure follow-up actions and next steps
3. **Tenacity and Positive attitude** – ability to handle rejections from initial customer contact. Don't take no as an answer. Persistence and resilience

4. **Preparation** - required to learn about utility's business issues before approaching to penetrate a prospective utility
5. **Proactive and strategic problem solving** - Required to researching/understand electric utility business issues (required to leverage T&D systems planning reports, Past electric utility problem events, Annual reports, websites, investor conferences, LinkedIn to)
6. **Compelling Personality** - required to establish a high impact and high quality presence from a value-addition standpoint during in-person meetings during: (i) tradeshow/conferences, (ii) all-hands customer meetings, (iii) Utility executive-level meetings, (iv) engineer-level meetings that leads to subsequent meetings with broader utility-side stakeholders
7. **Coordination:** ability to coordinate internal and external resources to solve customer's problems
8. **Team Player** – ability to interact with other Ampacimon's team members (in the US and Europe) to enlist their support to close and deliver business deals
9. **Strategic & Entrepreneurial selling skills** – account analysis and business solutions development with an emphasis on Return on Investment (ROI), regulatory environment for power transmission utilities
10. **Self starter, ability to work autonomously**- particularly if home-office based, comfortable in working autonomously, away from the head office

Qualifications and Experience Required:

- BS or MS in Electrical/Electronic Engineering, or equivalent successful experience in a similar controls industry role.
- Experience of 5-10 years in Sales and Business Development in complex technical, industrial environments, ideally related to the power transmission and distribution business segment in investor-owned utilities, Public Power & Cooperatives
- Experience of bringing to market innovative, complex solutions, either in software or hardware (or solutions combining both)
- Demonstrated experience of building commercial successes from scratch, and creating market opportunities, not only executing sales deals in an established environment
- Demonstrated knowledge of power transmission systems in North America including federal and state regulatory environment.
- Demonstrated experience of driving results in long sales cycles environments
- Financial and business analysis acumen.
- Ability to work autonomously in a start-up environment.
- Travel of up to 60% is expected.

Other Responsibilities:

- Maintain relationships with customers to develop reference base and retain business.
- Stay abreast of changes in relevant technology, competition, customer preferences and regulatory requirements in power transmission and distribution industry that may affect positioning in the marketplace.
- Maintain sales related overhead costs and out-of-pocket expenses within established budget targets.
- Establish proper sales reporting to VP North America and European headquarters.
- Identify potential alliances within your region & accounts which can grow our business.
- Collaborate marketing activities within your respective territory to generate qualified target opportunities.

Ampacimon - Company Background:

Founded in 2010, Ampacimon is a global leader in grid monitoring solutions that utilizes its patented sensors and software to empower grid operators to accurately and safely leverage the real capacity of T&D assets. Ampacimon's mission "Smart solutions for a Dynamic grid", is to help grid operators unlock economic and operational value from their existing infrastructure by applying a range of technology products and services that safely maximizes their capacity and/or reliability of the grid. Ampacimon's products address grid infrastructure challenges such as aging assets, transmissions congestion, renewable integration, interconnections. Ampacimon's ADR (Ampacimon Dynamic Rating) solution is a proven alternative to new infrastructure investment adding value to the following players: transmission owners, grid operators, independent power producers, vertically integrated utilities, Renewable Generators, and federal & state-level regulators. Ampacimon's ADR solution has been deployed worldwide with 300+ grid monitoring sensors & software on 70+ power transmission lines in over a dozen countries. ADR solution consists of patented sensors (ADR sense) installed on transmission lines that measure key parameters influencing the maximum thermal capacity of a line. ADR Trend and ADR Horizon software reliably forecasts the capacity of the transmission lines for intra-day and days-ahead operations, respectively. Ampacimon is expanding their product lines into other applications related to grid monitoring, including in Distribution. In May 2017, Ampacimon launched its fully owned subsidiary in North America, Ampacimon Inc, headquartered in Atlanta, GA. With this expansion into North America, the company is committed to continuing the impressive growth and shareholder value creation it has enjoyed so far (50% CAGR).

Comprehensive Benefits Program:

Competitive Salary, Attractive 401K plan, Good Health insurance benefits.

Why work for Ampacimon?

- An innovative, fast growing tech company at the forefront of the current energy revolution
- A company offering smart solutions to the on-going environmental challenges, enabling utilities to “do more with less”
- Uniquely positioned to capture a large share of the IoT and “smart devices” trends currently revolutionizing the T&D industry
- Rich IP portfolio enabling the Company to continue to launch innovative products and solutions
- Committed shareholders (including 2 European utilities), providing the means to grow and invest
- International culture, open-minded culture, offering good candidates room to express their potential
- Light, agile organization, able to adapt to a fast-changing world
- Small US-based set-up, offering significant growth opportunities.
- Make a difference and define your own future by shaping what Ampacimon Inc will become in years to come