

## **Business Development Manager**

Responsible for developing and converting leads for the sales of energy management software products and services that include but are not limited to: distributed energy system simulations and modeling, energy monitoring & visualization, energy storage controls, distributed energy resource and load management products, as well as combined products under development with strategic partners.

### About Iteros:

Iteros is a growing, venture-backed, energy software company that models, controls and manages sustainable energy systems by optimizing distributed generation, energy storage, and other complementary technologies.

### Responsibilities:

- Develop and implement business development strategies to identify, qualify, and secure prospects.
- Lead, drive, and manage sales activities and resources from lead generation through development, contract negotiations and implementation.
- The candidate must have knowledge of the utility market, and companies that serve this market. Specifically, channels that serve this market such as Developers, Independent Power Producer (IPPs), Engineering, Procurement & Construction (EPC) firms, and Original Equipment Manufacturers (OEMs).
- Generate new leads based on market knowledge and industry contacts.
- Assist with project analysis, strategic planning and project execution as requested.
- Become proficient in product demonstration delivery to potential customers and deliver demos as needed.
- Provide weekly updates on lead development including schedule, revenue, and projected notice to proceed.
- Oversee implementation of CRM tools for tracking and reporting purposes.
- Formulate marketing and business development budget, plans, and activities.
- Serve as key point of contact with customer and lead all customer facing presentations
- Coordinate proposal development efforts and review for quality assurance, technical accuracy, and competitiveness.
- Identify new partnership and alliance opportunities as needed.
- Work with existing customer relationships, in the pursuit of new pipeline opportunities.

### Requirements:

- At least 10 years of experience and demonstrated success in sales of technical solutions in the electric utility and renewable energy markets.
- Direct experience selling to utilities, developers, independent power producers, and EPC's
- Solid working knowledge of finance contracts including power purchase agreements (PPAs) and energy services agreements.
- Proven sales track record
- Existing relationships for immediate prospecting
- Must be based or willing to relocate to San Diego

### Compensation:

- Base salary and commission (based on level of experience)
- Stock options