



Business Development Executive (M/F)

Power Technology Research LLC (PTR) is a United States/Germany based bespoke market research company with a focus on power grid and e-mobility equipment market research. We are a very lean and fast-moving company, investing and/or pivoting to capture the most market demand possible.

We are looking for someone to communicate our expertise and value to our prospects to grow our customer base. As a business development executive, you will take charge of the start of our sales pipeline in moving the prospects on their journey from cold calls to initial interest and eventual RFPs. The right person for this job will be able to learn about our services very quickly and start hunting for the right opportunities. Given our services and position in the market, you'll experience more about growing a small company than anywhere else while you shape our sales strategy along with the founding team.

What will you be doing:

- Initial prospecting and identification of opportunities to keep the sales pipeline full at all times across various services.
- Navigate complex Fortune-500 organizations to identify the key decision makers and learn about their needs.
- Work through the identification, initial interest and RFP phases of the customer journey.
- Collaborate with the founders on the sales strategy, creating structure and sales templates to be followed during sales process.
- Collaborate with the product development to relay insights from the front lines to guide product/service development.

Who are we looking for:

- You love to hunt and win deals using the resources at your disposal.
- You have initial experience in B2B business development/sales role and cold calling.
- You have incredibly strong written and verbal communication skills.
- You have very high emotional intelligence to empathize with the prospects while learning about their problems.

Bonus Skills:

- You have experience building your own business (of any kind).
- You have prior experience in sales of a hardware technology company.
- You have experience working with a CRM system (HubSpot, Salesforce, etc.).

Your benefits:

- Competitive salary and commission structure.
- Time when you need it – flexible hours and vacation.
- Incredible career progression in a fast-moving company.
- Opportunity to work with global leading brands in e-mobility and power grid sectors.
- Working with an international team across three continents.

If you are looking for a challenging job which will show you what agile business growth is all about, please send you CV to hassan.zaheer@powertechresearch.com. In case you have any questions, please do not hesitate to reach out.