

# Business Development Manager - Automotive

## Industry

<b>Job Category</b>	Business Development
<b>Location</b>	Boston, Massachusetts
<b>Job Type</b>	Full-time

### **EVident Battery, Inc.**

EVident Battery is a cutting-edge company founded by Yale MBAs, Engineering PhDs, and a former Tesla engineer. We are dedicated to developing comprehensive, non-destructive inspection solutions for electric vehicle (EV) battery packs. Our technology integrates hardware and software to provide comprehensive data on battery health, lifespan, and financial valuation, striving to establish industry standards for EV battery service and maintenance and to emerge as the central data repository for EV batteries. We are at a critical stage of growth and are looking to expand our reach within the automotive industry. Discover more at [batteryevidence.com](http://batteryevidence.com).

### **Position Overview:**

EVident Battery is seeking a Business Development Manager with mid-career experience in corporate sales within the automotive industry. The ideal candidate will have a strong background in driving growth stage development and a proven track record of building strategic partnerships. This role is essential for expanding our market presence and ensuring the successful commercialization of our innovative EV battery inspection solutions.

### **Key Responsibilities:**

- **Strategic Growth:** Develop and implement business development strategies to drive market expansion, focusing on securing partnerships with key automotive industry players.

- **Corporate Sales:** Lead corporate sales efforts, utilizing your experience to close high-value deals with automotive manufacturers, dealerships, auto service/repair shops, and other industry stakeholders.
- **Market Research:** Conduct thorough market analysis to identify trends, opportunities, and potential risks, ensuring our business strategies are informed and targeted.
- **Partnership Development:** Build and maintain strong relationships with OEMs, insurance companies, and other critical stakeholders in the automotive industry, driving collaborations that align with our growth objectives.
- **Growth Stage Expertise:** Leverage your experience in growth stage companies to scale operations, optimize sales processes, and identify new revenue opportunities.
- **Cross-functional Collaboration:** Work closely with engineering, product development teams to ensure that business development efforts are aligned with our product offerings and company goals.
- **Sales Forecasting:** Create and manage sales forecasts, ensuring alignment with financial targets and business objectives.

#### **Qualifications:**

- **Experience:** minimum 4 years of business development and corporate sales experience in the automotive industry, particularly in growth stage companies.
- **Industry Knowledge:** In-depth understanding of the automotive sector, including market trends, key players, and competitive landscape.
- **Sales Expertise:** Demonstrated success in closing high-value corporate sales and establishing long-term partnerships.
- **Strategic Planning:** Strong strategic thinking and planning skills, with the ability to identify and capitalize on business opportunities.

- **Communication Skills:** Excellent communication and negotiation skills, with the ability to influence and engage with senior stakeholders.
- **Education:** Bachelor's degree in Business, Engineering, or a related field; an MBA is a plus but not required.

**Compensation:**

Competitive salary with performance-based bonuses, equity options, and a standard benefits package.

**Application Process:**

To apply, please send your resume and cover letter to [info@batteryevidence.com](mailto:info@batteryevidence.com), or connect with Jinqiang Ning on LinkedIn.