



# Head of Sales and Business Development

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

## About Evident Battery

Evident Battery is a fast-growing startup founded by Yale MBAs, Engineering PhDs, and a former Tesla engineer. We're building industry-leading, non-destructive inspection technology for electric vehicle (EV) battery packs—combining advanced hardware, machine learning, and data analytics to assess battery health, life expectancy, and value. Our mission is to set the standard for EV battery diagnostics and become the central data hub for the post-sale EV market. Learn more at [batteryevidence.com](https://batteryevidence.com).

## Role Overview

We're seeking a **Head of Sales and Business Development** to lead our commercial efforts and drive customer growth. This strategic leadership role will focus on building and closing high-impact partnerships across the automotive ecosystem—especially with OEMs, dealerships, insurance providers, and service networks. You will play a critical role in scaling Evident's go-to-market efforts and shaping the company's revenue strategy.

## Key Responsibilities

- **Go-to-Market Leadership:** Define and execute sales and business development strategies to drive customer acquisition and revenue growth.
- **Strategic Partnerships:** Develop and close partnerships with OEMs, dealerships, insurers, and fleet operators.

- **Sales Execution:** Lead the full sales cycle from prospecting to close. Negotiate contracts and build long-term customer relationships.
- **Market Expansion:** Identify new market segments and partnership opportunities to broaden our reach and adoption.
- **Cross-Functional Alignment:** Collaborate with product, engineering, and executive leadership to align customer needs with our technology roadmap.
- **Forecasting & KPIs:** Build and maintain a robust sales pipeline, report on sales performance, and ensure alignment with business goals.
- **Team Growth:** As the company scales, help build and lead the broader sales and business development team.

### **Qualifications**

- 5+ years of experience in business development, enterprise sales, or strategic partnerships—preferably in automotive, EVs, or B2B hardware/software solutions.
- Demonstrated ability to lead high-value deals from first contact through close.
- Strong network in the automotive industry is highly preferred.
- Experience in growth-stage startups or scaling early-stage sales functions.
- Excellent communication, negotiation, and relationship-building skills.
- Bachelor's degree required; MBA is a plus.

### **Compensation & Benefits**

- Competitive base salary
- Commission-based earnings tied to sales performance
- Equity options
- Health insurance (medical and dental)
- Paid holidays and PTO

### **Application Process**

To apply, please send your resume and cover letter to [jinqiang.ning@batteryevidence.com](mailto:jinqiang.ning@batteryevidence.com)