

Executive Vice President, Sales and Business Development

Location: Heathrow, FL / Hybrid / Remote

About Prevalon

Prevalon Energy LLC (Prevalon), a Mitsubishi Power Americas and EES joint venture, is a leading global energy storage technology and services company that is empowering companies to deploy flexible energy solutions and accelerate a more sustainable energy future.

With 10 years of global battery energy storage experience and over 3 GWh of utility-scale battery energy storage projects deployed, Prevalon develops an end-to-end integrated battery energy storage solution that delivers throughout the entire lifecycle of your project and ensures performance.

Working with our customers to develop a solution to meet the demands of their energy system today and into the future, we are grounded by the principles of commitment, reliability and expertise to guide our decision making, design philosophy, and relationship building.

Our Culture and Values

Responsibility

Safety is at the core of everything we do. From the well-being and health of people to the quality of the products we develop and implement, sustainability is the foundation of our operations. Our expertise guides our decision-making and design development, and lives at the core of our mission.

Community

People are the focus and heartbeat of what we do. We prioritize the well-being of our customers, employees, and communities we work with. Through teamwork, collaboration, and open communication, we work together to continuously innovate.

Innovation

We value and encourage creativity in the ways we work and are always forward thinking. We embrace diversity of thought and adapt to emerging trends and technologies. We recognize the importance of respecting traditions but not beholden by them.

Accountability

We are focused on taking responsibility and ownership for our actions and decisions. We deliver on promises in a transparent and reliable manner. We are accountable in our commitment to sustainable practices and products.

Job Summary

The Executive Vice President of Sales & Business Development will report directly to the Chief Revenue Officer (CRO) and will oversee the development and execution of a comprehensive sales and business development strategy aimed at driving revenue growth and expanding our market presence. This position will oversee a team of Vice Presidents, Directors, and Managers, ensuring alignment with Prevalon Energy's strategic goals and fostering a high-performance culture.

Essential Duties & Responsibilities

Essential duties and responsibilities include, but are not limited to the following:

- **Strategic Leadership**
 - Develop and implement a robust sales and business development strategy to achieve revenue and market share growth across the Americas.
 - Collaborate with the CRO and Senior Leadership Team (SLT) to align sales objectives with the company's strategic goals and market opportunities.
 - Stay informed of market trends, competitive landscape, and customer needs to identify new business opportunities and areas for innovation.
- **Sales Management**
 - Lead, mentor, and manage a team of Vice Presidents, Directors, and Managers responsible for sales and business development, driving them to achieve or exceed sales targets.
 - Establish clear sales targets, KPIs, and performance metrics for the team, ensuring accountability and alignment with the company's overall objectives.
 - Oversee and manage the CRM system to ensure accurate tracking of customer interactions, sales performance, and pipeline management.
 - Identify target customers and strategically assign sales efforts to optimize coverage and effectiveness.
- **Business Development**
 - Identify and pursue strategic partnerships, alliances, and business opportunities to expand Prevalon Energy's market footprint in the battery energy storage sector.
 - Build and maintain strong relationships with key customers, industry stakeholders, and partners to drive long-term business growth.

- Support Commercial Operations in negotiations for high-value contracts and agreements, ensuring favorable terms that align with Prevalon Energy’s strategic objectives.
- **Market Expansion**
 - Develop and execute strategies to enter new markets and customer segments within the Americas, driving market expansion and customer acquisition.
 - Oversee the analysis of market trends and competitive intelligence to guide strategic decision-making and product positioning.
 - Ensure Prevalon Energy’s offerings are competitive and aligned with the evolving needs of the market.
- **Financial Management**
 - Manage the sales and business development budget, including forecasting, resource allocation, and ROI analysis to maximize profitability.
 - Analyze sales performance data and market trends to make informed decisions and adjust strategies as necessary.
 - Provide regular updates to the CRO and Senior Leadership Team (SLT) on sales performance, market conditions, and strategic initiatives.
- **Cross-Functional Collaboration**
 - Collaborate closely with Product Development, Marketing, Operations, and Finance teams to ensure seamless execution of the company’s strategy.
 - Provide market and customer insights to product development teams to guide innovation and improve Prevalon Energy’s product offerings.

Knowledge, Skills, & Responsibilities

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- **Industry Knowledge**
 - In-depth understanding of the battery energy storage market, including key technologies, customer segments, and regulatory landscape in the Americas.
- **Leadership Skills**

- Proven ability to lead, mentor, and inspire a senior sales team, with a track record of achieving and exceeding sales targets.
- **Strategic Thinking**
 - Strong strategic planning and execution skills, with the ability to align sales strategies with broader business objectives.
- **Relationship Building**
 - Excellent relationship management skills, with the ability to engage and influence key stakeholders at all levels.
- **CRM Management**
 - Experience in managing CRM systems, with a focus on optimizing sales processes and tracking performance metrics.
- **Negotiation Skills**
 - Strong support capabilities for Commercial Operations in negotiating complex, high-value contracts.
- **Communication**
 - Exceptional communication and presentation skills, with the ability to articulate a clear vision and strategy to internal and external audiences.

Education & Experience

- Bachelor's degree in Business, Engineering, or a related field (MBA or advanced degree preferred).
- Minimum of 15 years of progressive experience in sales and business development, with at least 5 years in a senior leadership role within the energy storage, renewable energy, or related sectors.

Physical Requirements & Work Environment

The physical demands and work environment characteristics described herein are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Prolonged periods sitting at a desk and working on a computer.
- Must be able to lift 15 pounds at times.
- Must be willing to travel as needed.