

Senior Director/Vice President, Sales

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 4 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 Senior Director/Vice President of Sales reports directly to the Executive Vice President (EVP) of Sales. The Senior Director/VP will be an individual contributor that plays a critical role in executing the company's sales strategy, managing key customer relationships, and achieving sales targets to expand market share.

Essential Duties & Responsibilities

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

- **Sales Strategy Execution**
 - Execute the sales and business development strategy as defined by leadership, ensuring alignment with Prevalon Energy's overall business goals.
 - Identify and capitalize on new business opportunities in the battery energy storage sector, focusing on key markets and customer segments within the Americas.
 - Develop and maintain a robust sales pipeline, ensuring a steady flow of opportunities to meet or exceed revenue targets.
- **Customer Relationship Management**
 - Build and maintain strong relationships with key customers, industry stakeholders, and partners to drive long-term business growth.
 - Support the development of customized solutions that meet the specific needs of customers, ensuring high levels of satisfaction and loyalty.
 - Utilize the CRM system to track customer interactions, sales activities, and pipeline management effectively.
- **Market Expansion and Sales Pipeline Development**
 - Identify and pursue new market opportunities, strategic partnerships, and alliances that align with Prevalon Energy's growth objectives.
 - Conduct market research and analysis to stay informed of industry trends, competitive dynamics, and customer needs.
 - Collaborate with the Marketing and Product Development teams to position Prevalon Energy's offerings effectively in the market.
- **Commercial Support**
 - Work closely with the Commercial Operations team to support contract negotiations, ensuring favorable terms that align with Prevalon Energy's strategic goals.

- Provide insights and recommendations to leadership on pricing strategies, contract structures, and risk management.
- **Financial and Performance Management**
 - Execute financial and performance management tasks as directed by leadership, ensuring alignment with Prevalon Energy's strategic objectives.
 - Analyze sales performance data and provide updates to leadership on progress against targets, market conditions, and competitive positioning.
 - Implement adjustments to sales strategies directed by leadership to address market changes and ensure the achievement of business objectives.
- **Cross-Functional Collaboration**
 - Collaborate with Product Development, Marketing, Operations, and Finance teams to ensure the successful execution of sales strategies.
 - Provide feedback from the field to guide product development and marketing efforts, ensuring alignment with customer needs.

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**
 - Strong understanding of the battery energy storage market, including key technologies, customer segments, and regulatory landscape in the Americas.
- **Leadership Skills**
 - Proven ability to execute sales strategies and drive business growth, even without direct reports.
- **Sales Acumen**
 - Demonstrated success in developing and executing sales strategies, managing complex sales cycles, and closing high-value deals.
- **Relationship Building**

- Excellent relationship management skills, with the ability to engage and influence key stakeholders at all levels.
- **CRM Expertise**
 - Experience using CRM systems to track and optimize sales processes and performance metrics.
- **Commercial Support**
 - Ability to support contract negotiations in collaboration with Commercial Operations, with a strong understanding of pricing strategies and risk management.
- **Communication**
 - Strong communication and presentation skills, with the ability to convey complex information clearly and persuasively.
- **Language Skills**
 - Bilingual proficiency in English and Spanish is a huge plus.

Education & Experience

- Bachelor's degree in Business, Engineering, or a related field; MBA or advanced degree preferred.
- Minimum of 10 years of progressive experience in sales and business development, with at least 3-5 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.
- Minimum of 50% travel required (Domestic and International).