

## Sales and Products Manager – Geyser Batteries Oy

**We are recruiting our new superheroes in Sales and Product management! If you have a commercial mindset spiced up with engineering spirit, and a passion to make the world more sustainable, then we are waiting just for you!**

Geyser Batteries is a rapidly developing cleantech start-up disrupting the heavy-duty energy storage market with its novel high-performance and environmentally friendly electrochemistry. With a significant customer pipeline and several successful piloting projects for major industrial customers, we are now developing a product platform for leading global automotive and heavy machinery companies and setting up manufacturing facilities to scale up our automated manufacturing operations.

### What is this job about?

By joining Geyser as a **Sales and Products Manager** you will plan and deliver company revenues with products at various TRL levels, while actively contributing to formulation of product strategy and to actual product development in either of the two market segments:

- Heavy machinery and automotive components
- Stationary power grid

. You are expected to:

- Identify and prioritize the application areas for our products, and based on potential customers' feedback, to jointly develop our product offering with the R&D team
- Ensure positive customer experience at the proof-of-concept, product development, and contracting stages of the sales process
- Convert to sales, and further broaden, the existing pipeline of customer cases, building lasting relationships within the customer's organization
- Develop collaborative environment between the R&D teams of our customer's and ours
- Further build up the sales team

### What are we looking for?

We are on a hunt for a smart and energetic person with strategic and negotiation skills. You are creative and not afraid to think outside of the box when finding perfect applications and use cases for our technology. You have an entrepreneurial mindset and a hands-on approach combined with an ability to work independently, and you are longing for a job that matters... like putting the world on a sustainable track!

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The following characteristics are key to your success in Geyser:

- Strong engineering background (educational or professional)
- B2B sales, product management experience
- Principal understanding of the physics of batteries and supercapacitors and clear understanding of their performance
- Understanding of the energy storage industry (policies, engineering, marketing trends...), value chain and its drivers in target markets
- Excellent English written and oral communication skills (technical and business context)
- COVID-19-proof digital skillset

Ideally your background would combine:

- Relevant hands-on industry experience in the field of electrification and/or sustainable energy transition
- Experience in working in start-up or rapidly expanding businesses / entrepreneurial experience
- International business environment / multi-cultural communications

### **What do we offer?**

The position is based in Helsinki but does require traveling (hopefully!) – working remotely is not an issue. Your role will be firmly supported by our strong global advisory board and group of investors. We pay at market rates. Our growth expectations are remarkable and based on your personal growth and success in the position, you may expect your role to evolve accordingly based on your interests and skillset. Long-term financial and organizational compensation can be expected in this start-up environment.

Our team is diverse, energetic and supportive, and we come to work every day because we see how big an impact we are going to make on the global transition to sustainable, efficient and safe electric machinery and power grid.

### **What next?**

Does this sound like the perfect position for you?

Send your brief CV to [jobs@geyserbatteries.com](mailto:jobs@geyserbatteries.com) asap and share with us why you think this role is good for you. If you have questions regarding the job and want to have a chat first, do not hesitate to contact us using the same email above.

We are looking forward to hearing from you no later than 15th January 2021.