

## About Powerside

Powerside is a leading end-to-end provider of Power Quality and equipment monitoring solutions. The Company aims to change the \$40 B power quality market, which is too complex and confusing for many customers to navigate.

Our product range includes PQube®, the most capable and cost-effective power analyzer on the market, and a full range of low and medium voltage power correction equipment. To date, we have deployed 50,000+ monitoring solutions and delivered 5,000+ correction projects in over 50 countries. We are proud to count many of the world-leading companies, including dozens from the Fortune 500, as our customers.

Powerside's focus is on Power Security, a step above the traditional world of Power Quality. Harnessing IOT/cloud technology, and advanced analytics, Powerside's goal is to modernize the approach to system and facility monitoring in a broad range of high-value applications, ensuring that our Customers have reliable power, so they can focus on what they do best.

Powerside has facilities in Alameda, California, and Montreal, Quebec, Canada. We provide a competitive compensation package with healthcare and retirement plans.

All our employees share in the success of our company through a generous stock option plan.

## Powerside Business Development Manager EMEA

The Business Development Manager is a sales position that requires 3-5 years of electrical engineering and sales experience, solid industry knowledge, a good network within the market research industry (particularly the power quality sector), self-direction, and excellent communication abilities. This position's primary responsibility is to generate leads, in the EMEA Sales Region (particularly Southern Europe, Turkey, Middle East & UAE), & work with the VP of EMEA Sales in achieving sales & profit goals.

### Sales and Business Development Activities:

- Proactively works together with other members of Management to develop the Sales Action Plan
- Independently finds and develops new clients in EMEA and builds strong relationships with them
- After undertaking research and planning, makes sales presentations to prospective clients and responds to RFQs, generates proposals, helps to negotiate deals with clients, and closes business with prospective clients to achieve individual and team sales goals (full service, global sample)
- Provides accurate, timely, and regular written sales reports to the VP of Sales (EMEA)
- Generates proposals, to help to negotiate deals with clients, and closes business with prospective clients to achieve individual sales goals within the assigned market and with global-class existing customers of the company (regional development).
- Manages the sales pipeline to ensure that monthly and quarterly sales and profit goals for EMEA Sales are met.



- Analyzes the results of sales efforts, to adjust, and build a sales action plan as necessary to improve business results and achieve success.
- Works with other Account Managers, the Sales Operations members based in California, USA, and with the VP of Global sales to ensure that Team regional sales goals are met and that each area is covered appropriately.

## Job Requirements

### Physical Requirements & Working Environment:

- Remote work arrangement
- Significant domestic and regional travel will be required to interface with Partners and Clients.

### Education & Minimum Qualifications Needed:

- Good written and verbal communication skills to communicate effectively with staff, Vendors, and Clients. Knowledge of the regional outlook and cross-cultural experience is preferred
- Well-developed interpersonal, communication, and presentation skills
- Ability to display empathy and is able to get along well with different personalities and work well in a small team and with other teams
- Ability to use Salesforce, MSFT, and various sales management software
- Must have a strong understanding of customer and market dynamics and requirements
- Must have professionalism, passion to succeed, and a motivation to reach higher goals
- Ability to deliver results under pressure and show dedication to client services and business development.
- A 4-year University Degree is required – preferably electrical engineering

## Required Experience

- At least 3 years of experience in Business Development for EMEA Clients
- Experience in market research for industries such as electrical grid, EV & medical-diagnostic devices, semiconductor manufacturers, electrical utilities, energy (renewables), and oil & gas
- Electrical engineering background and understanding of the electrical grid & power quality sector

## Role Overview

We are looking for a Full Stack Developer to join our growing team. The chosen candidate will actively participate in all development phases including testing, deployment, and expansion of our cloud-based platform.

Please apply to [careers@powerside.com](mailto:careers@powerside.com) with a resume and a cover letter.



**POWERSIDE**®

All our energy, in your power