



## Sales Development Representative

Location: Berkeley, CA

“The battery is the technology of our time.” -The Economist

Voltaiq's cloud-based Battery Intelligence software platform brings unprecedented data analytics, visualization, and predictive capabilities to any company with a battery-powered business model. Top automakers, consumer electronics, and energy storage companies use Voltaiq to accelerate product development, improve performance, ensure safety and reliability, and secure financing for their products. Our high-powered team comprises PhD scientists, expert data professionals, and battery industry veterans, all passionate about enabling the global energy transition. Voltaiq is headquartered in Berkeley, CA, with offices on the East Coast and Munich, Germany, serving customers around the world.

### **The Role:**

The Sales Development Representative (SDR) is expected to meet Voltaiq's customer acquisition and revenue growth objectives in conjunction with Account Executives (AE). SDRs' primary responsibilities center around inbound and outbound lead generation and qualification through introductory presentations and product demonstrations. Secondly these individuals are expected to support AE's as they take qualified deals to close through account mapping and collateral development among other tasks, and help support the optimization of Voltaiq's lead generation strategy and operations. The successful candidate will be a high energy people person with the ability to work in an agile customer facing roles. This position reports to Voltaiq's VP of Sales.

### **Responsibilities:**

- Ensure that Account Executives meet or exceed sales quota and contribute to Voltaiq's top line revenue goals each financial year
- Develop new high quality opportunities through outbound lead generation, conferences, web-conferences and in-person meetings
- Understand customer needs to identify and promote Voltaiq-driven solutions
- Support Account Executives through deal closing
- Update CRM in a timely manner with all current account information including organization maps, meeting notes, and contacts
- Provide weekly update on lead pipeline
- Support the development of improved sales operations as we grow the sales team
- Become intimately familiar with Voltaiq products and capabilities to competently present this information to customers and demonstrate the software
- Up to 50% travel to customer sites and tradeshow



**Qualifications:**

- Bachelor's degree with 2+ years of work experience desired but not required
- Battery testing, battery-powered device engineering, or work experience in the lithium ion battery field is highly desired
- High energy individual with strong interpersonal skills
- Strong presentation, written and oral communication skills
- Strong organizational skills, with an ability to manage multiple incoming requests and drive initiatives to their successful completion
- Superior creative problem solving and general troubleshooting capability
- Desire and ability to thrive in loosely structured, high-demand startup environment
- Native speaker ability or high business fluency in one of the following languages is a plus: German, French, Mandarin, Korean, Japanese

**Competitive salary plus equity and full benefits.**

**Voltaiq is an equal opportunity employer and is committed to achieving a diverse workforce through application of its equal opportunity and nondiscrimination policy, in all aspects of employment.**

To apply, forward your resume and cover letter to [jobs@voltaiq.com](mailto:jobs@voltaiq.com)