

Senior Account Manager

Company Overview

OXIS Energy is a world-leading developer of next-generation batteries based on Lithium Sulfur (Li-S) chemistry, which has the potential to offer revolutionary improvements to the energy density of energy storage systems. OXIS' cells offer four to five times the energy density of the current Li-ion technology and are therefore attractive for a diverse range of markets and applications such as aviation and aerospace, heavy electric vehicles and defence.

The OXIS team has grown rapidly in the last 3 years and is currently working with numerous prestigious partners, both in the UK and internationally. We have a supportive culture and a dynamic and friendly working environment where everyone is committed to innovation.

Due to recent growth in customer enquiries and sales, we are now looking for a Senior Account Manager to join our team based within a technical business park in the beautiful Oxfordshire countryside. Reporting to the Head of Business Development, the successful applicant will be responsible for increasing revenue and developing customer relationships. The role will involve approximately 70% generation of new business and 30% development of existing customers.

The successful candidate will be able to demonstrate a solid track record of achievements in a business development role and will preferably have experience in global technical markets such as aerospace, automotive and/or defence. This is a new role, so the successful person will have the opportunity to make their own contribution to sales growth and to the organisation.

Ideally, we are looking for someone with language skills who is willing to travel throughout Europe and beyond when necessary to attend meetings, conferences and exhibitions. Most importantly, we are looking for a person with experience in developing, winning and closing new business deals.

Main Responsibilities:

Responsibilities of the successful candidate will include:

- Generate revenues by developing new business opportunities, i.e.:
 - Manage and analyse initial customer enquiries from our website or telephone
 - Identify and generate leads
 - Follow-up and qualify in/out those leads and, if necessary, organise meetings at OXIS's premises in the Culham Science Centre or at the International Test Centre
 - Attend conferences, exhibitions and/or customers' premises as necessary
 - Where the lead involves the development of a battery system, liaise with the OXIS Battery Development and Integration team to support the development of bespoke battery solutions
- Manage and support newly created customers
- Prepare and submit complex budgeted sales proposals
- Prepare 'grant' bids related to Innovate UK, Aerospace Technology Institute and the European Horizon 2020 projects
- Liaise with other company departments, particularly R&D, Production, Legal, Finance and Shipping

- Attend relevant conferences and exhibitions

Essential Skills and Experience:

- Minimum degree level qualification in commercial sciences or equivalent
- At least 5 years of experience in a similar (preferably technical) sales role
- Commercial awareness of relevant sectors such as Aerospace, Defence and Automotive
- Good technical and engineering understanding but not necessarily in the chemistry field
- Experience of writing complex sales proposals and grant bids
- A good knowledge of battery technologies would be useful
- Excellent communication skills (verbal and written)
- Excellent interpersonal skills, both face-to-face and over the phone
- Excellent presentation skills
- Very good I.T. skills (Word, Excel, PowerPoint)
- Good organisational skills and ability to prioritise things
- Confident of challenging others without damaging relationships
- Innovative, proactive, adaptable to change
- Willing to show initiative and take responsibility when necessary
- Ability to operate autonomously and as part as a team

Candidates must live (or be willing to relocate to) within one hour's commuting distance of Culham, Oxfordshire. A driving licence is essential.

A competitive salary is on offer plus commission, plus excellent company benefits including 25 days holiday, additional holiday over the festive period, 5 paid carers' days, life assurance, contributory pension and private healthcare.

If you think you are the person we are looking for, please apply now!

We look forward to hearing from you.