



redflow

ASSOCIATE, SALES OPERATIONS - GLOBAL

Location: San Francisco Bay Area, US or Brisbane, Australia

Job Description

As the Associate of Sales Operations for Redflow, you will play a crucial customer-facing role acting as the first point of contact for inbound sales leads for the company. The ideal candidate will show a deep willingness to learn our technology and business strategy, and a desire to help potential customers find solutions for their clean energy needs.

You will work with the Redflow commercial and technical teams to identify and recommend solutions to customer inquiries, and to hand them off to the appropriate business development team members within the company for additional support. You will also play a critical role as project manager of many of the requests for proposals we receive, ensuring that we stay on track and on time in developing our responses.

You will also manage our sales pipeline tool, ensuring that the entire sales team is keeping sales opportunities current and accurate, and preparing reports for Redflow's executive management and board on a regular basis. You'll have a diverse range of additional responsibilities, from developing customer presentations to representing Redflow at conferences and industry trade shows.

This role can be based either in our Brisbane, Australia headquarters or in our San Francisco Bay Area office.

Key Responsibilities

- Inbound lead management:
 - Act as first touch point with Redflow for inbound sales leads. Interface with customers by phone, e-mail, and in person to answer application/system questions and help customers solve technical problems.
 - Qualify opportunities and applications for Redflow products and services.
 - Identify, recommended solutions to unstructured customer problems. Work with customers on pre-sales basis to develop product/system specifications and functional requirements.
- Sales pipeline management:
 - Coordinate and support account management across sales team.
 - Coordinate with the entire global sales and business development team to ensure company's pipeline management tracking system is up-to-date and accurate on a weekly basis.

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- Prepare internal financial and sales pipeline reports.
- RFP project management:
 - Act as internal project manager for development of RFPs and funding solicitations. Coordinate inputs, develop and organize content, and ensure that all requirements are met.
- General business development and sales:
 - Develop client presentations and externally-facing sales and marketing materials.
 - Focus diligently on enabling the sales team to exceed customer expectations and successfully position Redflow as the vendor of choice.
 - Co-develop strategy, business processes, and team workflows for closing Redflow business within a team environment.
 - Represent Redflow at Trade Shows, in client presentations, industry groups, seminars and other forums.
 - Highly flexible in day-to-day activities easily moving from direct customer interface to account management, to sales support.

Qualifications

- Bachelor's degree required, with preference for degree in business, economics, engineering, or sustainability-oriented subject.
- Completed or currently enrolled in a relevant Master's degree preferred.
- Deep knowledge of – or ability to learn quickly – clean energy technologies and markets: energy storage, solar, and other distributed energy resources (DERs).
- Demonstrated ability to work independently and proactively in a virtual office environment without in-person supervision, and within a matrixed organization.
- Ability to work on multiple projects across the full lifecycle of project development.
- Must be detail and results-oriented with an ability to work in a cross-functional, fast paced, and dynamic environment, with frequent calls outside normal business hours due to international team.
- Excellent communication (verbal, written, and presentation) skills.
- Analytical, interpersonal, and quantitative skills with strong business acumen needed.
- Strong written and oral persuasive communication skills, including the ability to present ideas and suggestions clearly and effectively to internal and external audiences.
- Demonstrated cultural awareness and desire to work as part of an international team.
- Must be willing operate on multiple time zones throughout Australia and North America. Often this may mean calls outside of normal business hours.
- Customer-oriented and solution-focused, with an acumen for interpreting business needs and

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translating them into technical and operational requirements.

- Project manager who can multitask, prioritize, set, and meet deadlines, work independently, and perform tasks with emphasis on accuracy and attention to detail 2+ years' experience in business development, sales, and/or project development required.
- Proficient with MS Office tools, including (PowerPoint, Excel, Word, Access).

Compensation & Benefits

Redflow offers competitive compensation and benefits as part of the overall package for the role.

About Redflow

Redflow is a publicly listed Australian company (ASX: RFX) that makes the world's most commercially deployed flow battery. Redflow batteries are designed for daily hard work in harsh conditions, deep cycling, long duration stationary energy storage applications in the commercial & industrial, and telecommunications sectors and are scalable from a single battery installation through to grid-scale deployments.

Redflow's smart, self-protecting batteries offer unique advantages, including secure remote management, 100 percent daily depth of discharge, tolerance of high ambient temperatures, a simple recycling path, no propensity for thermal runaway, and sustained energy delivery throughout their operating life.

Equal Employment Commitment

Redflow is an Equal Employment Opportunity (EEO) employer and values diversity in the workplace. All qualified applicants will receive consideration for employment without regard to their race, creed, color, ancestry, religion, sex, sexual orientation, gender identity, national origin, citizen status, age, disability, marital status, or protected veteran status.

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