



VICE PRESIDENT, BUSINESS DEVELOPMENT - AMERICAS

Location: San Francisco Bay Area preferred; flexible for exceptional candidates

Job Description

As the Vice President of Business Development for the Americas, you will lead the strategy and execution of developing Redflow's pipeline of new business opportunities throughout the region (primarily the US, but may also include Canada, Latin America and the Caribbean).

You will be responsible for creating the long-term relationships and partnerships that will drive Redflow's sales in the region, and long-term position in the high-growth market for medium duration non-lithium-ion batteries.

The position requires an autonomous and pragmatic individual who has experience working with a deep network of project developers, utilities, EPCs and energy managers, is an excellent communicator and skilled at making outbound connections, a strong capability of working independently and proactively across multiple projects/tasks, thrives and comfort operating as part of a global team.

We seek candidates who have worked with a deep network of project developers, utilities, EPCs and energy managers, ideally on both behind-the-meter and front-of-meter projects. The successful candidate must also possess an understanding of US energy markets and understand of the relative economics, strengths and weaknesses of different energy storage technologies.

Redflow also seeks candidates with a strong desire to advocate on behalf of our customers, ensuring their needs are being met and they are fully satisfied with the entire sales, scoping, design, construction, installation and commissioning of our batteries. At the same time, the candidate should have a persuasive communication style and an ability to close deals. An agile mindset and comfort working in a fast-paced rapid-growth technology environment is essential.

Key Responsibilities

- Head of business development and sales of Redflow's batteries for the Americas region (US, Canada, Latin America and the Caribbean).
- Develop and manage pipeline of sales opportunities that will serve current and future Redflow customers, primarily through partnerships and leads generated by project developers, IPPs, EPCs, integrators and other turnkey solution providers.
- Develop and manage relationships with EPCs, project developers, utilities, co-ops, grid operators, platform aggregators, IPPs, energy service companies, IOUs, CCAs and end-use customers, to develop sales opportunities of Redflow batteries.
 - Work closely with partners through the sales, project initiation and project delivery phase, ensuring contract terms are met and customers are completely satisfied with the product

Redflow Limited
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- quality, time and cost of delivery.
- Develop and refine proposals; negotiate win-win solutions and close deals.
- Work with stakeholders across the organization to surface requirements and dependencies, as well technical, financeability, and project development challenges.
- Oversee team members and contractors involved in business development and sales, as well as the analysis of customer applications including technical feasibility and economic modelling and system configuration optimization to meet the customer's goals.
- Work with global technical team to ensure the project is scoped correctly and technical requirements are being met, including issues related to:
 - Application design guidelines
 - Battery system operation guidance
 - Provision of single line diagrams and related documentation
 - Work closely with the end customer and EPC partners to match customer requirements with operation of Redflow's ZBM technology
- Monitor policy and regulatory developments to ensure our solutions are optimized for regional markets, and that Redflow is targeting the correct types of opportunities.
- Monitor news about competitors' products and sales; continually assess the evolving ecosystem to ensure Redflow's offerings are competitive and compelling for customers.
- Support global business development, marketing and sales teams and efforts to grow Redflow's market opportunities worldwide.
- Frequent travel within the US required.
- Occasional international travel (Australia, Thailand, Canada, Latin America, Caribbean) may also be required from time to time.
- Qualifications
- Bachelor's Degree or equivalent is required; Master's Degree preferred, both in relevant fields.
- 10+ years' experience in business development, sales, and/or project development within the renewable energy market.
- Energy storage experience strongly preferred.
- Track record of successful business development efforts resulting in sales growth.
- Demonstrated ability to work in a matrixed organization and virtual team.
- Ability to work on multiple projects across various origination, design and execution phases.
- 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.
- Strong written and oral persuasive communication skills, including the ability to present ideas and suggestions clearly and effectively to internal and external audiences.

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- Experience speaking to public audiences, such as at conferences and in webinars.
- An understanding of US energy market design and regulatory fundamentals is strongly preferred.

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), is 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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