Job Summary

Join our small but mighty Sales Team!

We mean it when we say that a career at Solace isn’t your average job. From implementing wireless power technology in an autonomous vehicle, to developing our latest patentable concept – no two days are ever the same. Everyone at Solace contributes to pushing the limits and redefining the way we think about wireless power, and our Sales team is one of the key functions of our business.

We are currently looking for a new team member who can help us bring technology that truly doesn’t exist anywhere else to the market!

Reporting directly to the Vice President Business Development, the Business Development Manager is responsible for executing the Company’s prescribed sales activities including the establishment of productive and profitable relationships with external organizations.

Essential Functions

Working directly with senior executives and the business development team on a number of initiatives:

1. Serve as a member of the Sales team that contributes to the overall implementation of the company’s marketing and sales initiatives.
2. Work with sales-qualified leads to understand their needs and identify alignment with Solace Power products.
3. Develop new customer accounts and broaden the existing customer base.
4. Provide quotations to customers, as well as follow up with customers after the sale has been closed to ensure satisfaction and achievement of specifications.
5. Provide sales presentations and product training to customers.
6. Identify trendsetter ideas by researching industry and related events, publications, and announcements, tracking individual contributors and their accomplishments.
7. Work with the Sales and Marketing team to screen potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; recommending equity investments.

Skills and Qualifications

The ideal candidate will meet the following skills and qualifications:

1. Undergraduate Degree in Business or Electrical Engineering preferred.
2. Minimum 3 years total sales experience in a technology product company.
3. Established skills in sales planning, developing market knowledge, selling to customer needs, building and delivering effective presentations, prospecting, closing, territory management, and meeting/exceeding sales goals.
4. Must exhibit motivation for sales, a positive/high energy level, and professionalism.
Experience using CRM systems (e.g., Hubspot, Salesforce).

6. Strong communication skills and the ability to communicate directly with technical and sales groups at all levels, being conversant in technical and business issues.

7. Creativity and expert problem-solving capabilities to resolve complex problems.

8. Must be self-motivated, be a team player, have a strong desire to learn, and be adaptable to a fast-paced, ever-changing environment.

9. Adept at time management.

10. International exposure and the ability to communicate in another language are not required but would be an asset.

11. Ability and willingness to travel internationally.

12. Moderate-to-great skills in ping pong and an appreciation of good beer or alternative beverage

Key Working Relationships

Work with Sales and Marketing Team to execute tactics in line with overall corporate objectives.

To apply for this position, please send your resume to careers@solace.ca