



Business Development Manager (Remote, U.S.)

About OhmConnect

We were created to improve the lives of people and the health of the planet by reimagining the way we use energy. We are tackling such a grand challenge by solving massive inefficiencies in energy markets, changing how people use and view energy, and connecting smart homes with the smart grid.

At OhmConnect, we build products that connect deeply with the consumers and invite them to take action to positively impact the planet, people, and pocketbooks.

Role summary

As the Business Development Manager, you will have a lead role in creating and implementing OhmConnect's strategies that drive revenue and user growth through all of our user acquisition channels and smart home hardware partnerships. The ideal candidate will have deep knowledge of how to leverage existing commercial relationships, as well as evaluate and secure new partners for achieving business growth goals.

You should also have a demonstrated ability to think strategically about business, product, and go-to-market challenges, as well as build and convey compelling value propositions. You should have a deep understanding of what will be needed to properly resource a partner strategy and work with stakeholders to develop a plan for enabling success.

Responsibilities

- In partnership with the rest of the Business Development team, design and develop strategic partner structures for OhmConnect's commercial and product needs, focusing on sustainable customer growth and device integrations.
- Envision new business opportunities and identify the most promising ones to pursue given our company's OKRs and strategic initiatives. Analyze partner targets on the basis of strategic fit, commercial terms, ROI assessment, and the competitive environment. Build a pipeline of potential partnerships and initiate contact and negotiations with decision makers within those companies.



- Develop and negotiate deal terms for partnership agreements. This will require you to work effectively with key stakeholders to develop proposals to present to prospective partners. You will lead negotiations that result in favorable business outcomes for OhmConnect.
- After executing partnership agreements, you will be the main internal point person for certain partners and be responsible for driving mutual success. This will involve internal communications and cross-departmental networking to ensure that internal stakeholders understand objectives, requirements, and timing.
- Act as a trusted point of contact for external partner stakeholders by demonstrating a deep understanding of their business drivers and challenges and offer solutions that drive mutually positive business results.

Qualifications

- 7+ years of sales/account management, business development, or strategic partnership experience.
- Successful track record of developing, structuring, closing, and managing strategic partnerships, with a specific focus on smart home product manufacturers desired.
- Strong analytical skills and demonstrated ability to turn detailed data analysis into useful strategic insight in order to drive customer adoption and make appropriate recommendations to the business.
- Professional and technical knowledge, as well as an extensive understanding of industry trends and the key players in the energy, utilities, and/or smart home categories.
- Results-oriented with strong execution, communication, and relationship management skills. Willingness to roll up sleeves and work independently to achieve goals.
- Excellent negotiation skills, with a proven track record of closing agreements on mutually favorable terms. Ability to parallel process multiple projects and negotiations.
- Experience reviewing contracts, with an ability to identify concerns and offer solutions.
- A problem solver who is articulate, resourceful, and insightful.
- Ability to operate in an entrepreneurial environment, to thrive at an extremely fast pace and to find creative ways to get things done.
- Bachelor's Degree, MBA preferred.



Benefits

- We have a fully remote work environment. We are a 'work-from-anywhere' business with (post-COVID) monthly in-person team-building days and quarterly retreats based primarily in the San Francisco Bay Area.
- Competitive benefits package that includes full suite of wellness benefits, employee assistance plan, and stock options.
- Equal Opportunity Employer who is committed to creating and supporting an equitable, diverse, and inclusive environment where every voice is heard.
- Real and lived work-life balance. Company perks include unlimited vacation (which our C-level team actively encourages everyone to take!), commuter benefits, parental leave benefits.
- Opportunity to be part of a mission-driven startup that's building a carbon neutral world.

How to apply

- Submit a resume and cover letter to recruiting@ohmconnect.com
- OhmConnect welcomes and celebrates talent from all backgrounds, perspectives, and walks of life to foster an innovative and diverse workforce. We strongly encourage you to apply even if you don't meet every qualification. Come as you are and learn about the exciting opportunities on our team.

EQUAL OPPORTUNITY EMPLOYER

Individuals seeking employment at OhmConnect are considered without regard to race, color, religious creed, sex, national origin, citizenship status, age, physical or mental disability, sexual orientation, marital, parental, veteran or military status, unfavorable military discharge, or any other status protected by applicable federal, state or local law.

We will ensure that individuals with disabilities are provided reasonable accommodation to participate in the job application or interview process, to perform essential job functions, and to receive other benefits and privileges of employment. Please contact us to request accommodation.