

Sales Operations Associate
Brooklyn, NY

“The battery is the technology of our time.” -The Economist

Powering applications from consumer electronics to electric vehicles, medical devices, aerospace, and grid energy storage, batteries enable our modern world. However battery performance remains the key bottleneck impeding broader adoption of these technologies. Voltaiq is leading the transition to a battery-powered Internet of Energy, through software.

Voltaiq’s cloud-based Battery Intelligence software suite brings unprecedented data analytics, visualization, and predictive capabilities to any company with a battery-dependent business model, whether making batteries, putting them into products, or operating them out in the field. Our software helps customers to ensure product quality while accelerating development cycles, transforming battery performance from liability to competitive advantage.

Our SaaS platform is already in use at global consumer electronics companies, automakers, energy storage companies and their suppliers. Voltaiq is now partnering with leading finance organizations, providing the battery intelligence to unlock capital and accelerate the global transformation to an electrified economy.

With a rapidly growing customer base, we are looking for an extraordinary Sales Operations Associate to join us and help drive the next phase of Voltaiq’s expansion. You’ll be joining a high-powered, rapidly expanding team with significant potential to grow your role along with our company. This position will be based in Brooklyn, NY where you’ll assist our growth with customers and partners across the globe.

Job responsibilities:

- Work directly with CEO, Sales and Strategy to field new inquiries and support sales and strategy.
- Help determine customer and partner needs and assist in crafting proposals.
- Detailed note taking and follow through on tasks.
- Collect diligence information on new prospects and sectors of interest.
- Strong focus on execution, and increasing team bandwidth.
- Help develop sales collateral and processes that will be used by our rapidly expanding team.
- Need to be able handle multiple incoming and ongoing requests and prioritize accordingly.
- Up to 25% travel to customer sites and tradeshow.

Qualifications:

- Bachelor's degree with 2+ years of work experience.
- Strong interest in helping enable a mobile, electrified world.
- Strong interpersonal skills.
- Strong written and oral communication skills.
- Strong organizational skills, with an ability to manage multiple incoming requests and drive initiatives to their successful completion.
- Desire and ability to thrive in loosely structured, high-demand startup environment.