



## **VICE PRESIDENT OF BUSINESS DEVELOPMENT**

*Santa Clara, CA*

Natron Energy is transforming industrial and grid energy storage with the development of a radical new battery technology. The company has developed a next-generation, patented battery cell chemistry based on Prussian blue electrodes and a sodium-ion electrolyte, delivering unprecedented levels of power, a longer cycle life, and industry-leading safety at a very low cost. This technology is poised to become the go-to solution for multi-Billion markets including UPS, forklifts, and grid energy storage solutions.

### The Technology:

Prussian blue is a commodity consumer product pigment that has a unique crystal structure capable of absorbing and releasing charge more rapidly and reversibly than any other battery electrode. Natron's proprietary grades of Prussian blue delivery world class battery performance from a materials commodity retailing at 1/10<sup>th</sup> the cost of conventional electrode materials.

Natron's battery packs can be fully discharged in as little as one minute and fully recharged in less than ten minutes. They have a proven deep discharge cycle life of over sixty thousand cycles. They are non-flammable, contain no lead or acid, and survive electrical faults with no damage. These characteristics result in a unique value proposition for stationary applications including data center UPS, fast charge forklifts, EV fast charging support, and behind-the-meter grid applications.

Today, Natron's rack mounted battery packs are in customer validation testing by world leading system integrators and data center operators. Natron is backed by four leading venture capital firms and has received support from ARPA-E.

### The Position:

Natron seeks a Vice President of Business Development to lead market entry strategy, product definition, and the engagement of prospective customers and strategic partners. Together with the CEO, this Executive will lead the company forward in each of these areas.

The person for this position is a creative, self-motivated problem solver with a track record for successfully building high impact relationships, defining unique value propositions, and making company-defining strategic decisions. Qualified candidates have successfully led the establishment of commercial and/or strategic relationships such as joint development agreements and pilot programs leading to first sales for a hardware product in the data center, telecom, microgrid, or EV charging space. He or she will act as one of the company's primary public representatives in interactions with prospective commercial and strategic partners and at industry events.

Over time, this person will staff out a team that interfaces externally with strategic partners and internally with product engineering. The person for this position does what it takes to build a company to be proud of that offers products to truly stand behind.

### SPMB Perspective:

*For more information about SPMB, leaders in retained search for rapid growth phase technology companies, visit our website at [www.spmb.com](http://www.spmb.com).*

Storage is the key to optimizing a renewable energy grid. Natron's high density, high discharge technology makes it uniquely suited for applications like Charging Stations and Data Centers. We are seeking a unique individual who can lead the Business Development effort for Natron and can balance Strategy and tactics across a broad array of Industries and Sectors and optimize Natron's deployment for its unique technology.

Responsibilities:

- Build customer relationships from initial engagement to commitment to strategic and/or commercial relationships.
- Understand customers' detailed product requirements and communicate those requirements to Natron's product engineering team.
- Understand emerging markets, determine Natron's potential value proposition for them, and define the products to be developed for those markets.
- Negotiate strategic and/or commercial engagements with partners and customers.
- Gain and practice a deep technical understanding of Natron's technology and products to effectively evaluate Natron's technology fit for markets and customers; communicate that to customers.
- Lead the public presentation of Natron's products at conferences, trade shows, and other industry events.
- Lead the reporting of Natron's go-to-market strategy and progress in customer and partner engagement to its Board of Directors.

Experience and Skills:

- At least 10+ years of business development experience for hardware technology products in the energy storage, data center, telecom, microgrid, or EV charging space.
- Creative problem solver with a track record for finding unique solutions for product/market fit.
- Ability to communicate technology attributes fluently in a way that persuades tech-savvy audiences to engage with Natron.
- Track record for successful negotiation of strategic relationships leading to commercialization of a new technology.
- Ability to build models for product value propositions and costs of ownership.
- Prior experience hiring and managing a business development team is strongly preferred.
- Willingness to travel, domestic and overseas.
- Your former colleagues at all levels of the organization speak highly of both your performance and teamwork.

Logistics:

- Compensation: Competitive base salary and bonus. Compelling equity.
- Duration: Permanent.
- Hours: Full time.

Contact Information:

**Contacts**

[Todd Greenhalgh](#), Partner, SPMB  
Email: [todd@spmb.com](mailto:todd@spmb.com)  
Office: 415.462.8103  
Mobile: 415.412.7034

[Lindsay Hayes](#), Associate, SPMB  
Email: [lhayes@spmb.com](mailto:lhayes@spmb.com)  
Office: 415.886.3546  
Mobile: 949.258.2328

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