



Enerox GmbH develops, produces, and sells innovative and large turn-key electrochemical energy storage systems for industrial customers and energy suppliers under the CellCube brand. As a technology leader in the Vanadium Redox Flow Battery technology, with over 100 delivered projects, Enerox is one of the pioneers in electricity storage. Enerox is present in all key regions of the world with individual storage solutions. CellCube guarantees clean, emission-free and fast energy supply at all times.

Enerox GmbH

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Vice President Sales EMEA (all genders) (Full-time / Hybrid)

Driving change and shaping the market, you and your team are responsible for strategizing, originating, and winning commercial deals in the EMEA Region.

Your responsibilities:

- You develop and maintain strategic relationships with key customers, partners, and channels in the industrial and energy sectors, including project developers of renewable energy projects and EPC companies, etc.
- You provide leadership, coaching, and delegation to the Business Developers and Sales Engineering team, managing the team's values, behaviors, and performance.
- You ensure that objectives and goals are met for target customers and regions.
- You drive opportunities to contractual close by utilizing required resources in sales, projects & services, or R&D team to meet growth targets.
- You contribute to knowledge sharing and best-practice development of processes and tools for the department.

Your profile:

- You have over 8 years of meaningful Sales or Business Development leadership experience in the renewable energy space at an execution level, working globally or cross-regionally.
- You have an excellent overview of the market for energy storage solutions and its key players – specifically for the Long Duration Energy Storage business.
- You are a leader with high emotional intelligence, excellent numeracy and literacy skills, and the ability to present analysis confidently to clients, and C-level executives.
- You have an excellent network to C-Level executives and decision-makers in the relevant industry.
- You have an excellent command of the English language and ideally a good command of the German language. A willingness to learn German is a plus.

Our offer:

- Leading technology in the field of electrochemical long-duration energy Storage, with exciting and challenging tasks in a future-oriented industry.
- A respectful, appreciative atmosphere where cooperation is held in high esteem.
- A young, innovative, and sympathetic team.
- An attractive gross salary starting at € 100.000,00/year, on an all-in basis. Depending on professional qualifications and experience, a significant overpayment is possible.

Join Us:

- Keen to get in touch?
Please send your application by e-mail with the subject "Application VP EMEA", your salary expectations, references, and availability to: jobs@cellcube.com