



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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Sales Director Australia (all genders) (Full-time / Hybrid)

Driving change and shaping the market, you are our first person on the ground to strategize, originate, and win energy storage infrastructure deals in Australia.

Your responsibilities:

- You create & implement our Go-to-Market strategy in Australia.
- You develop and maintain strategic relationships with sales and delivery partners, key customers, and channels in the industrial and energy sectors, including project developers of renewable energy projects and EPC companies.
- You ensure that business targets and other performance goals and objectives are met for target customers in the region.
- You evaluate and prioritize opportunities and drive them to contractual closure, with support from our sales, projects & services, or R&D team.
- You participate in exhibitions and contribute to knowledge sharing and best-practice development of processes and tools for the department.

Your profile:

- You have a minimum of 5 years of working experience as a senior sales or business developer in the energy storage sector at an execution level, working in the Australian region.
- You have an excellent understanding of the Australian Energy Storage market landscape and value chain for long-duration energy storage solutions and its key players (PCS and EMS vendors, project developers, EPCs, etc.).
- You are a leading personality 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 of executives and decision-makers in the relevant industry.
- You have an excellent command of the English language, any second or third language is beneficial.

Our offer:

- Leading technology in the field of electrochemical long-duration energy storage, with exciting and challenging tasks in a future-oriented industry.
- The opportunity to help us set foot on the Australian market
- A respectful, appreciative atmosphere where cooperation is held in high esteem.
- A young, innovative, and sympathetic team.

Join Us:

- Keen to get in touch?
Please send your application by e-mail with the subject "Application Sales Director Australia", your salary expectations, references, and availability to: jobs@cellcube.com
- Contact: Hugo van Doorn