

Position: VP Sales & Business Development

Location: Brooklyn, New York

Start Date: Immediately available

Job Type: Full-Time

**Position Summary:**

Radiator Labs, a fast-growing and award-winning leader in energy-efficiency and IOT, is looking for a senior level Sales/Business Development Executive to join our team. This position will report directly to the CEO of the company and will be responsible for building the sales and business development team at Radiator Labs over the next 6-12 months. The position will have considerable autonomy and freedom to develop a holistic sales and business strategy, building off of the knowledge gained over the past 6 years of business operation. Working in close conjunction with the founders and leadership, the candidate will play a significant role in the growth and development of Radiator Labs. This person must be driven, proactive, flexible and enjoy the challenges of working in a startup environment.

Responsibilities:

- Develop a plan and execute on establishing an effective sales and business development team
- Develop relationships with appropriate stakeholders in order to increase market awareness and penetration
- Perform market and product analysis to identify and establish product sales structures and processes
- Establish and foster relationships with market partners to enable outsourced sales and installations
- Attend and, where applicable, present, at relevant industry functions
- Identify opportunities for campaigns, services, and distribution channels that will lead to scaling increases in sales.

Background and Qualifications:

- Bachelor's Degree required, MBA is a plus but not required
- 10+ years of experience in business development, sales and / or corporate strategy. Must be able to demonstrate a proven track record of success and ability to secure valuable business partnerships.
- Has experience building sales/business development teams
- Existing relationships with target customers and partners preferred
- Background in real estate sales / business development is desired
- Independent and strategically minded
- Excellent time management and organization

Compensation package includes:

- Salary for this position is competitive and commensurate with prior experience. Compensation will focus on salary and equity, aligning the candidate with company growth versus yearly sales.
- Equity
- Benefits
 - Generous Paid Time Off
 - Medical, Dental, Vision Benefits
 - Flexible Spending Account and Commuter Tax Benefits
 - Weekly Team Lunch

To Apply:

Please apply for this job here: <https://www.indeed.com/job/vp-sales-business-development-868244f0eb14cf85>

The successful applicant will be selected based upon his or her qualifications for this position and without regard to the applicant's race, color, ethnic or national origin, religion, creed, age, disability, sex, sexual orientation, gender identity or expression, pregnancy, marital or partnership status, citizenship or alienage status, veteran status, whether children are, may be or would be residing with a person, or any other characteristic protected by law.

About Radiator Labs

Radiator Labs' patented technology is the first low-cost, easily installed solution for overheated pre-war buildings. These buildings, concentrated in larger, older cities in colder climates, waste approximately 30% of their heat energy through overheating, the entirety of which can be reclaimed with Radiator Labs' "Cozy" solution.

Radiator Labs has been the recipient of many prizes for innovation, including the 2012 MIT Clean Energy Prize Grand Prize, the 2014 Popular Science Invention Award, and the 2014 Verizon Powerful Answers award. We've also received extensive press coverage, including Crains NY, Popular Science, NPR, and Fox News.

*Radiator Labs is currently entering into a growth phase with revenues that are projected to reach multiple millions in 2019.
Learn more: <http://www.radiatorlabs.com>*