

Business Development Analyst - || - Energy Storage Opportunity

Large scale energy storage is one of the fastest growing sectors in the power infrastructure industry and UET is well positioned to capture a significant market share. Explosive market growth is fueled by the exciting transformation of the industry towards distributed renewable energy sources and increasing energy efficiency. Energy storage is fundamentally essential to accelerating the adoption of renewable generation sources, optimizing efficiency, and adding resiliency to our energy infrastructure.

Essential Duties & Responsibilities:

The Business Development Analyst will work closely with the VP and play an integral role in the execution and planning of the company's business development and legal activities and strategies, including:

- Support commercial contracting including NDA's, sales representative agreements, and other agreements with customers and partners
- Assist in corporate processes including board meetings, minutes, and filings
- Support IP processes including invention disclosures, filing tracking, and execution of company IP strategy set by IP committee
- Assist in project financing and fundraising efforts as they are undertaken by the company
- Support media and public relations activities, including news releases and publications
- Assist in the development and fostering of relationships with and within industry and trade associations; local, state, and federal governments; and energy storage and power industry market player
- Assist in the development and fostering of strategic partnerships with channel and other partners
- Other duties as assigned.

Knowledge, Skills & Abilities Required

- Innovative thinker
- Self-starter with high energy and motivation
- Team player dedicated to success of company
- Detail-oriented and well-organized
- Strong ability to multi-task
- Experienced user of MS-Office Suite, Visio
- Excellent oral and written communication skills
- Excellent professional presence
- Must be flexible and able to work necessary hours

Education / Experience

- 4 year college degree required
- 2-5 years of business development or other commercial experience in the energy sector,

Job Location

Mukilteo, WA, United States

Company Profile



UniEnergy Technologies (UET) produces and delivers megawatt scale, energy storage solutions for utility, commercial and industrial, and microgrid customers. We're at the cutting edge of smart energy management enabling customers to cut their greenhouse gas emissions and provide more clean energy. The core patented technology is an advanced vanadium flow battery, with a new generation electrolyte first developed and patented at Pacific Northwest National Laboratory with the support of the US DOE Office of Electricity. UET's solution is differentiated by industry leading footprint density, broad ambient temperature stability, and is 100% recyclable. The water based technology is inherently safe, operationally flexible, reliable, non-degrading, and economically compelling. The Uni.System™ is the largest deployed vanadium flow battery in North America and Europe that supports demand response, peak shaving, renewable generation integration, ramping, frequency and voltage regulation. UET operates a 60,000 square foot engineering & manufacturing facility scaling up to produce 100 megawatts annually.