



Active Power is a global leader in energy storage and power quality solutions, committed to providing innovative and sustainable technologies to customers worldwide. As we develop our international sales channels, we seek passionate professionals to champion our brand and drive localized marketing and sales efforts in key regions outside the US and Asia.

Business Development & Sales Manager EMEA + APAC

Position Summary:

The Regional Sales Manager will be pivotal in establishing and nurturing Active Power's brand presence in Europe, Middle East, Africa, Central/South America. This role focuses on driving localized marketing campaigns, engaging with customers, and acting as a brand advocate to increase customer satisfaction and market share. Employed by Piller Germany but reporting directly to Active Power Inc., this individual will ensure Active Power's brand values and products are effectively represented in their assigned region.

Key Responsibilities:

- **Brand Advocacy & Representation:**
 - Act as a dedicated Active Power brand champion.
 - Advocate for the brand's values, products, and mission in all regional activities.
- **Sales Enablement & Customer Engagement:**
 - Build and maintain strong relationships with local customers to drive satisfaction and loyalty.
 - Serve as a key contact for customers, providing ongoing support and gathering valuable feedback for continuous improvement.
- **Localized Marketing Campaigns:**
 - Develop and execute region-specific initiatives, such as lunch-and-learn sessions, conferences, and other customer engagement events.
 - Tailor marketing strategies to address the unique needs and dynamics of the local market.
- **Training & Development:**
 - Participate in comprehensive training on Active Power's products, values, and brand messaging.
 - Continuously update knowledge and skills to represent the brand effectively and stay aligned with company goals.
- **Reporting & Collaboration:**
 - Provide regular reports on regional marketing and sales activities, including insights, challenges, and best practices.
 - Collaborate with factory and service teams to align efforts and ensure customers are satisfied throughout product life.
 - Share regional learnings to improve the global Active Power customer experience.

Qualifications:

- Proven experience in regional sales or business development, preferably in the energy or industrial sectors with an electrical engineering degree
- Strong understanding of regional market dynamics and cultural nuances in Europe and other assigned areas
- Excellent interpersonal and communication skills to build trust and long-lasting relationships
- Self-starter with the ability to work independently while staying aligned with global objectives
- Proficiency in English; additional languages (e.g., German, French, or Spanish) are a strong plus
- Willingness to travel extensively within the assigned region

Have we awakened your interest? Then please send your application to careers@piller.com

