

Business Development Lead

Who we are.

Demand for critical minerals to power the energy transition is growing exponentially. Yet, we know mining deeper and broader, and building landfills higher and wider, works against our fight to save the planet. At Nth Cycle, we see the path forward. We believe all the critical minerals needed for the energy transition are already in circulation today. We just didn't have a clean, profitable way of retrieving them, until now.

Nth Cycle is a metal processing technology company. Our electro-extraction technology helps battery recyclers and miners capture more critical minerals—for use in lithium ion battery manufacturing, among other things—while dramatically reducing costs and emissions. We are the heart of metals processing; we are the crucial step that profitably separates critical minerals from other elements, transforming them into production-grade feedstocks for the energy transition.

We recently closed a \$12.5M Series A funding, won second place at TechCrunch Disrupt, and just moved into a new 1,200 sqft facility outside Boston.

Our Culture.

You won't find another team like ours. We believe in open, honest communication, and enjoying our work while changing the world. We work quickly but with intention—we've scaled our technology in size 100x in the past year. We're mission-oriented and think big—we're focused on reducing *gigatons* CO2 emissions from the atmosphere by 2050. And we value the perspectives and opinions of our colleagues while pushing each other to excel.

We're a dynamic team looking for a new team member who's also passionate about addressing climate change and advancing the clean energy industry. Consistent with our commitment to diversity & inclusion, we value colleagues with the ability to work on diverse teams and with a diverse range of people.

If this is you, keep reading.

Position description.

Nth Cycle has an immediate need for a Business Development Lead to join and lead the roll out of our innovative electro-extraction solution in critical industry verticals. As Nth Cycle continues its rapid development, the company is looking for a high energy, self-starter to support the commercial delivery of Nth Cycle's best in class solution. This role requires a confident and enterprising professional, a good listener, someone who is comfortable interfacing with senior level leadership, aggressive in finding and closing business, focused on meeting the customer's needs, and able to work well within a deal team in a rapidly growing business. Proven success navigating complex sales and project development will be the key to consulting with our potential partners and generating proposals to meet their unique metals and material upgrade needs. We are looking for a sharp, hungry individual who is committed to truly redefining the way we refine critical minerals for the energy transition.

This role will report to the CEO. They will lead a team of BD resources and have the full support of a dedicated deal team. This role can be remote and flexible, but success will likely require extensive interfacing virtually and in-person with customers and partners.

Key responsibilities and accountabilities.

- Creating and maintaining an active pipeline to track, analyze and report on opportunities
- Develop and maintain deep networks within industry
- Prospecting and converting leads into profitable business relationships
- Analyzing customer operations, needs and market factors to understand the value proposition of Nth Cycles Solution
- Working with Nth Cycle's operations, technology, and finance groups to develop solutions that answer the customer's business needs
- Preparing and presenting detailed proposals and presentations of solutions to prospective customers
- Negotiating and closing contracts for energy management related services with direct customers
- Advising Nth Cycle's strategy and marketing teams on ways to continuously improve solution fit, go to market strategy and growth opportunities.
- Building out sector BD team reporting directly to the Sector Lead
- Represent Nth Cycle in industry events and via speaking engagements

Qualifications and experience.

Qualified candidates will possess a strong combination of the following:

- Minimum 7 years professional experience in the mining, materials, commodities, and/or logistics.
- Impeccable reputation and strong relationships within the industry and sector
- Ability to work collaboratively with a deal team to analyze complex situations and communicate decisions and rationale to internal and external parties.
- Extensive experience with Microsoft Excel and other spreadsheet and modeling tools.
- Very strong written and oral communication skills.
- Previous experience selling into, developing for, and/or sponsoring internally large and complex projects to commercial and industrial customers.
- Technical and commercial acumen that allows this role to quickly understand the a market opportunity/customer problem, asses the opportunity, apply the Nth Cycle core technology, present a solution, manage negotiations, close and hand off to delivery team.
- Ability to lead a lean BD team within a fast-growing and entrepreneurial organization.

Closing Statement.

Consistent with our commitment to diversity & inclusion, we value people with the ability to work on diverse teams and with a diverse range of people. We especially encourage members of traditionally underrepresented communities to apply, including women, people of color, LGBTQ people, veterans, and people with disabilities.

We know the right candidate might not check every box in this job description. You could also have important skills we haven't thought of. If you think you're a great candidate for this role, apply and tell us why. To apply, send us a resume and a few sentences about why you are interested in this position and what you bring to the table. We're looking forward to hearing from you.