

Development Manager

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 Development Manager to join and support 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 both the strategy development and 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, motivated to determine and deliver the best solution for our customers, and able to work well within a deal team and across multiple teams in a rapidly growing business. We are looking for a sharp individual who is committed to truly redefining the way we refine critical minerals for the energy transition.

This role will report to the VP Head of Business Development. They will work across both the Business Development Group and Corporate Development Group. This role can be flexible, but success will likely require extensive interfacing virtually and in-person with customers, partners, and colleagues.

Key responsibilities and accountabilities.

- Support multiple deal teams – manage and execute development tasks
- Take on responsibility for special projects related to new feedstocks, markets, and partner opportunities
- Create tools, templates, references that will continue to build institutional knowledge enhancing the efficiency and speed at which the company delivers solutions to customers
- Build and maintain forward looking strategic resources including financial models, market analysis, and price curves
- Support the strategy, business development and marketing teams to continuously improve solution fit, go to market strategy and growth opportunities.
- Represent Nth Cycle in industry events and via speaking engagements

Qualifications and experience.

Qualified candidates will possess a strong combination of the following:

- Minimum 2 to 5 years professional experience in development, consulting, investing or financial analysis. Experience in the mining, materials, commodities, and/or logistics sectors a plus
- Proven ability to build relationships with a strong desire to grow in this 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 quantitative analysis using Microsoft Excel and other spreadsheet or modeling tools.
- Strong written and oral communication skills
- B.A - M.B.A preferred

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.

Apply Today!

Please send your resume and cover letter to careers@nthcycle.com