



LIGHTING SCIENCE

Note: Statements included in this description are intended to reflect in general, the duties and responsibilities of this position and are not to be interpreted as being all-inclusive.

Position: Manager, Business Development - HealthE™ Product Line

Company: Lighting Science Group | www.lsgc.com

Location: Flexible

Reports to: President, HealthE™

Company Profile

Lighting Science Group Corporation is a technology company focused on science-based lighting solutions. Drawing from its NASA roots, the company has a long track record of commercializing next-generation LED lighting products targeted at the infrastructure, commercial, and residential markets. Its unique understanding of solid state lighting enables the company to capture the essence of light through minimalist designs that incorporate advanced feature sets. The materials and energy efficiencies achieved through this approach drive the competitive costing and, ultimately, successful products. Lighting Science's unique understanding of the biological impact of light and core intellectual property enables the company to bring unique products to market that improve the health & wellness of humans, plants, and animals.

Position Scope

The Manager of Business Development is responsible for developing business relationships, deals and partnerships for LSG's HealthE™ products.

Responsibilities

- Identifies potential companies for business relationship and partnerships through researching and attending industry and related events, mapping ecosystem of players in the biological lighting space, and through the candidate's extensive personal network.
- Proposes and formulates business transactions and relationships that further and deepen the Company's market position, enhance distribution channels, provide access to innovative products by contacting prospects, generating leads and converting leads into opportunities. Maintains pipeline of leads and opportunities.
- Negotiates and structures, on his/her own and under the guidance of the President, transactions and relationships

- Becomes knowledgeable in the verticals in which the HealthE™ products are positioned in and engages with potential partners in these verticals.
- Develops and regularly tracks and reports KPIs that measure partnership initiatives
- Works closely with cross-functional team to ensure success of the HealthE™ business.

Requirements

- Bachelor's degree in Mechanical, Electrical, or Industrial Engineering or similar technical discipline or Business Administration or related field required. Master's preferred.
- 5+ years of work experience in business development in LED lighting and/or biological lighting industry.
- Track record of developing successful business relationships in emerging industries.
- Results-driven with a strong sense of urgency. Takes ownership and drives outcome in ambiguous situations.
- Ability to grasp and communicate technical concepts within the context of the LED lighting space.
- Existing network within LED lighting strongly preferred.
- Ability to collaborate in a multi-disciplinary team environment located across multiple sites.
- Excellent written and verbal communications, including the ability to prepare and present complex presentations.
- Solid organizational skills; including attention to detail and multi-tasking skills
- Financial acumen, including the ability to prepare complicated financial models.

Competency Profile

HIGH ENERGY

- Effective communicator of Company's vision to internal staff as well as to potential vendors and partners.
- Imparts enthusiasm and true passion for the product and mission.
- Works and inspires others to work at high performance levels.

INTEGRITY AND TRUST

- Consistent, with honesty and fairness.
- Worthy of trust.
- Credibility is built upon integrity and professionalism.
- Ethics are never compromised.

LISTENING AND COMMUNICATIONS

- Entirely approachable.
- Ability to handle and resolve ambiguity.
- Actively listens, translates and reacts objectively, even in stressful interchanges.
- Has the ability to clearly communicate project objectives.
- Communicates with clarity and appropriately for the audience.