



ACE Green

Position : Business Development Specialist

Key Responsibilities

ACE Green is a revolutionary organization focused on developing the world's cleanest technology for battery recycling to substantially reduce air, water and land pollution.

At ACE Green, we aim to build an organization with impact as its core value. Do you wish to be part of our journey to create a better world for us and our future generations?

We are looking for Business Development Specialists who can engage with battery makers and battery recyclers globally to licensing our technology &/or exploring partnerships and joint ventures with credible players in battery recycling value chain in various markets.

Key Responsibilities

- Develop new relationships and build on existing ones with decision makers in battery and battery recycling industry both for Lead acid batteries and Lithium ion batteries
- Research and scouting for new leads and keep on top of developments in the industry
- Reach out to the prospective clients through emails, phone, social media and in person
- Frequently travel to customers site and holding presentations for potential customers
- Understand lead battery recycling or lithium ion battery recycling value chain or EV industry landscape
- Closely work with other team members to help align the offerings with customer requirements
- Attend various conferences to showcase our technology to potential customers and partners

Experience

- Technical/equipment sales background &/or supply chain/trading experience in lead and other battery materials
- Networks in battery and battery recycling industry

Language Proficiency

- English – Reading, Writing and Speaking
- Japanese/Chinese/Korean/European Languages – Speaking

Location

- Singapore or any other place . Not a constraint for the right candidate

Geography

- We are hiring for multiple positions in Asia, Europe, North America, China