



<https://intscanada.com/job/business-associate/>

Business Associate

Description

The Business Associate will assume a key role in acquiring and supporting key customer accounts for the company, with a focus on the North American market.

We are seeking a talented, motivated, and top performer to join our team in this role with experience in business development in a B2B environment.

Primary Responsibilities:

Support business development engagement efforts for new potential customers/suppliers of spent lithium-ion batteries across North America:

- Support end-to-end process of outbound engagement from lead generation through to securing contractual relationships with new customers
- Leverage and expand existing contact bases to develop new customers in specified regions and/or verticals that could supply batteries to Li-Cycle
- Research and engage with customers to develop additional leads for prospective customers, including but not limited to electric vehicle manufacturers, lithium-ion battery manufacturers, energy storage developers, electronics OEMs and electronics recyclers
- Lead customer audits and other compliance and onboarding requirements.
- Represent the company at industry tradeshow and conferences
- Support management of existing customer accounts to maintain high degree of customer satisfaction and maintain repeat business
- Support the completion of all necessary contract documentation including one-time service agreements, master service agreements, vendor setup documentation, and billing for specified accounts
- Market analysis and intelligence
- Pricing analysis using standard templates utilizing commodity indexed formulas

Job Qualifications:

- University Degree in Business, Economics or Engineering preferred
- 1+ years of experience in business development or customer management
- Experience in relevant industries such as automotive, consumer electronics, or energy storage considered a plus
- Excellent organizational, strategic, planning and implementing skills
- Excellent presentation and verbal communication skills
- High level of critical and logical thinking, analysis, and/or reasoning to identify underlying principles, reasons, or facts
- Ability to follow through and complete overlapping projects
- Able to identify key issues; creatively and strategically overcome internal challenges or obstacles
- Effective attention to detail and a high degree of accuracy

Core Competencies:

Hiring organization

INTS Consulting

Date posted

2023-05-29

