

APPLICATIONS SUBMITTED THROUGH THIRD PARTY SITES WILL NOT BE CONSIDERED

To Apply by Email:

Visit <https://xl-batteries.com/contact/> and send us an email with the subject line “[YOUR NAME] - Application for XL Batteries XL202202: Chief Commercialization Officer” replacing the bracketed text with your name. Please include a CV, and cover letter, each attached as a separate PDF. Thank you.



## **XL Batteries – Chief Commercialization Officer**

### **About Us**

XL Batteries is building the biggest batteries in the world. We are a Massachusetts-based scientific driven company developing disruptive battery technology for grid-level energy storage. We are a growing, highly collaborative team conducting chemical synthesis, battery engineering, and prototype research and development in our laboratory in Marlborough, MA. Our mission is to accelerate long-duration grid-scale energy storage for use with existing electrical grid infrastructure. Ultimately, we aim to unlock the enormous potential of intermittent renewable power generation such as solar and wind.

XL Batteries is an equal opportunity employer. We offer competitive salary and benefits, including healthcare, dental, vision, and a retirement plan.

### **About You**

We are seeking an exceptional individual with a proven track record of commercializing novel technologies and building successful startup businesses. This individual must be experienced in startup companies and/or have held senior leadership roles in a relevant industry. We also expect a successful candidate to be visionary, collaborative, and excited by the opportunity of building a billion dollar company with de-risked electrochemical technology to solve the global challenge of long-duration grid-scale energy storage.

As a Senior Executive, this individual must be capable of developing, building, and leading across multiple verticals of XL Batteries, requiring experience in commercialization planning, marketing, fundraising, customer engagement, and product development.

### **Role Description**

XL Batteries is developing a novel pH neutral aqueous organic flow battery for long-duration grid-scale energy storage. We are currently seeking a Chief Commercialization

Officer. This senior executive role will work collaboratively with the CEO, board, senior leadership, and engineering team to lead the development of a successful commercialization roadmap, marketing strategy, customer relationship management process, product design plan, and also assist in fundraising and investor communications. A technical and business background, along with experience in startup companies, are both required for this position.

## **Responsibilities**

- Lead the development and execution of a commercialization roadmap.
- Lead the development and implementation of a marketing strategy.
- Collaborate with the CEO on fundraising and investor communications.
- Lead the development of customer relationship management resulting in partnerships with select industry stakeholders.
- Lead the development of a product design plan in collaboration with the senior leadership and engineering team.
- Lead the non-research product design and development team.
- Recruit, hire, and build the commercialization team.

## **Requirements**

- Executive experience in a startup company and/or Senior Leadership experience in a relevant industry
- Background in Mechanical, Chemical, Electrical Engineering or related scientific fields.
- Successful track record of executing a commercialization plan for an emerging climate or energy technology
- Successful track record of developing a marketing strategy for a growing business.
- Successful track record of securing investment in a growing company
- Successful track record of developing customer relationships and building partnerships with key industry stakeholders.
- Successful track record of leading a product development cycle for a technical hardware product.
- Exceptional leadership and management skills are required.
- Must have legal authorization to work in the United States.
- This is a full-time in-person position.

To learn more about XL Batteries, visit us online at [www.xl-batteries.com](http://www.xl-batteries.com)