



## CORPORATE BUSINESS DEVELOPMENT AND STRATEGY

### **Primary Job Function**

Responsible for driving revenue by generating new business in line with the established goals, objectives and policies of this entrepreneurial corporation. This position reports to the President.

### **Job Responsibilities**

- Drive revenue by generating new business and obtaining license agreements for BLP's technology in line with the Company's established goals, objectives and policies
- Research, develop, plan, direct, execute and manage new business development plan and policies to build awareness of BLP's novel technology, identify potential business development and marketing opportunities, and generate new business in the field of alternative energy
  - Conduct research on the market, products and industries
  - Gather and maintain current information on competitors and new product ideas, and share market insights
  - Identify, analyze, qualify, and pursue business and cross-selling opportunities to ensure attainment of business
  - Responsible for business development-related functions including but not limited to presentations, program development and management, networking, participation in events and meetings
- Work closely with partners and legal counsel to develop and maintain communication standards; provide direction and coordination during potential licensee and licensee meetings

### **Key Competencies**

- **Critical Criteria:**
  - MBA with at least four-year Chemistry or Engineering degree with six (6) to ten (10) years of executive experience in business development; strong capability to blend basic research with a business plan
  - Training and experience at writing and negotiating licensing contracts
  - Demonstrated strategic and tactical skills
  - Success with soliciting government agencies for funding technology development; prior grant writing experience
  - Working on classified projects, security clearance
  - Strong ability in lead generation and networking
  - Proven leadership abilities
  - Excellent interpersonal, customer service and presentation skills
  - Ability to develop and share best practices
  - Highly effective oral and written communication skills
  - Technological capability, especially around internet use for internal and external communication
  - Successfully handled projects of at least 10,000,000 USD and above
  - Willingness to travel domestically and internationally ~25%

▪ **Preferred Criteria:**

- Strong organizational and planning skills with the ability to work autonomously
- Highly organized, detail- and results-oriented self starter
- Sound knowledge of various management techniques, and the ability to inspire and empower others
- Strong team player; affinity toward working in a multi-skilled group and ability to develop relationships across the company
- Self-confident individual with high self esteem, of a competitive nature, who possesses a good sense of humor

For more information regarding BlackLight Power, Inc., please visit our web site at:

<http://www.blacklightpower.com>

EOE.

***For more information, contact:***

Human Resources  
BlackLight Power, Inc.  
493 Old Trenton Road  
Cranbury, NJ 08512  
TEL: 609/490-1090  
FAX: 609/490-1066

[hr@blacklightpower.com](mailto:hr@blacklightpower.com)