

## Business Development Manager

Are you a looking to join a high-tech 3D printing company that helps develop the next generation of spacecraft and electric vehicles? Fortius Metals is leading the effort to bring stronger metal alloys to large format robotic additive manufacturing (AM). We are a venture-funded, early stage, high growth company whose products have received multiple awards for high performance applications. We enable stronger, lighter fabrication for aerospace and defense customers with our patented 3D printing and welding alloys. Our long-term goal is to re-shore manufacturing in the USA.

We have an immediate opening for a Business Development Manager to join our organization. This position will grow revenue for Fortius Metals large format additive manufacturing and wire alloy consumables with global customers. The Business Development Manager will be responsible for leading sales of our core technologies and leading proposals for key contracts. This role will work cross-functionally with Engineering, R&D, Marketing, and Operations.

Located just outside Boulder, CO, this position is a foundational role in an emerging company. Fortius Metals offers a competitive salary commensurate with experience, a fun work environment, excellent health, dental, and vision benefits, and an equity position.

All candidates must be United States citizens. Candidates may be required to perform a background check, reference verification, credit check, and/or preemployment drug screening. Some travel may be required at times. No relocation reimbursement. Candidates submitted by third-party agencies will not be considered.

### **What you'll do:**

- You will work to expand metal additive manufacturing capabilities by developing new customer relationships, applications, and contracts. You will manage customer relationships from lead generation through scale up.
- Research and prospect new markets for product applications.
- Determine feasibility of customer applications for new areas of additive manufacturing design and/or new welding processes. Support application engineering on fabrication proposals.
- Identify, define and close customer sales of wire consumables from scratch, and effectively lead and communicate with a diverse team.
- Implement, customize, and maintain Salesforce customer relationship management platform.
- Work closely with an experienced executive team.
- Assignments are broad in nature, requiring originality and ingenuity.
- Typically works with minimal direct supervision, conferring with R&D, operations, and business leaders as needed; has appreciable latitude for independent action or decision.
- Reports to CEO.
- Travel 20-35% of the time.

### **What you need to know:**

To be successful in this role, you need to be a self-starter that is able to thrive in ambiguity, identify problems and quickly resolve them, and provide definition to the previously undefined. You should have a commitment to quality and the discipline required to achieve it. You will set the tone for how customer engagements will be carried out. You will be a trail blazer for the company, so you need to be self-motivated and able to influence in order to effectively implement your plans. You will need to balance a scrappy, get-it-done attitude with a vision for the long-term processes required for scaling and efficiency.

- Bachelor's degree in engineering or related technical field with relevant experience
- Minimum 5 years of experience

- Affinity for technical sales
- Advanced understanding of metal additive manufacturing, metallurgy, aerospace industry and/or defense industry
- Facility with customer relationships and strategic thinking
- Computer proficiency including MS Office (i.e., Microsoft Word, Excel, PowerPoint) is a must
- Excellent written and verbal communication skills
- Natural curiosity and willingness to learn
- Dependable and hard working
- Takes initiative and has a sense of urgency
- Confident and positive attitude
- Great team worker in a supportive environment

**Nice to have but not required:**

- Experience with wire Directed Energy Deposition and/or robotic welding
- Understanding of aluminum, titanium, stainless steel, and Fe/Ni/Co-based superalloy metallurgy
- Experience working in Aerospace, Defense, or ISO environments

If you meet these requirements and want to join a fast-growth company, email your cover letter and resume to [resumes@fortiusmetals.com](mailto:resumes@fortiusmetals.com) Include Job Title “Business Development Manager” in the subject of your email.

Fortius Metals is an Equal Opportunity Employer. We value diversity and are committed to creating an inclusive environment for all employees. All aspects of employment are decided on the basis of qualifications, merit, competence, performance and business need.

[www.fortiusmetals.com](http://www.fortiusmetals.com)