



LineVision Inc.  
444 Somerville Ave  
Somerville, MA 02143 USA

## Position: Managing Director, LineVision Europe

At LineVision, we use advanced sensors and analytics to monitor, optimize, and protect the world's critical energy delivery infrastructure. We are working with utilities around the world to increase the flexibility, efficiency, and safety of their grids for a cleaner and electrified future.

There is an enormous opportunity for LineVision Europe to be a key solution provider as Europe pursues carbon reduction targets and TSOs commit to grid modernization and greater renewables integration. This is the exact right moment when market needs and technology advancements align and we need a smart, driven, senior leader who can capitalize on that potential and join us as the Managing Director, LineVision Europe.

In this role, you will be responsible for growing LineVision's business in Europe. On a given day you may find yourself closing an important deal with a TSO, presenting to European regulators about the benefits of digital solutions on the grid, and reviewing outcomes from a project with our engineering team.

The fundamental driver for the growth of LineVision Europe is new customer acquisition, so this leader will be recognized as a leading sales strategist with a sophisticated understanding of customer needs, TSO revenue models, and competitor offerings. Strong entrepreneurial skills and an in-depth knowledge of the market is paramount alongside a natural ability to identify opportunities for revenue growth.

We value and benefit from the wide-ranging perspectives that come from a diverse and inclusive work environment and encourage all qualified candidates to apply, particularly those from groups that are under-represented in the energy sector.

### Overview

**Reports to: Vice President of Sales, Electric Utilities**

**Location: Europe**

**Employment Type: Full Time**

**Market Sector: Transmission System Operators across Europe**

- Develop and execute the European sales strategy to drive growth and market penetration
- Manage new sales opportunities and existing customer relationships at key accounts
- Engage with third parties to explore and develop strategic partnership opportunities
- Carry voice of the customer & market to influence product roadmap, marketing initiatives and corporate priorities
- Build and lead the LineVision Europe team
- Work with industry peers and European regulators to guide policy toward innovative, grid enhancing solutions
- Deliver presentations at customer and industry events
- Track sales operations metrics and financial performance against targets using CRM system

### Other Responsibilities

- Stay current on industry standards, regulatory requirements, relevant technologies, competitors and industry dynamics
- Collaborate with R&D and Product Development departments to provide feedback for continuous improvement



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## Desired Skills

- Deep industry knowledge and leadership contacts within the electric power transmission business
- Experience and successful track record of leadership, sales, and developing and executing commercial growth strategies
- Experience with cloud-based CRM software platforms
- Excellent leadership skills and effective and clear internal and external communication skills
- Knowledge of commercial risk triggers including terms and conditions
- Comfortable with multi-tasking, resolving competing priorities and meeting project deadlines
- Desire to work in a fast paced, entrepreneurial environment

## Qualifications

- B.S. in engineering or a related technical field; M.S. or MBA preferred
- 10 years of direct selling experience to TSOs
- 5 years experience building and leading a team
- Ability and willingness to travel across Europe and other international locations as needed
- Proficiency utilizing Microsoft Word, Excel, PowerPoint and G-Suite Productivity Tools
- Fluent in English

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**To apply** send a resume and cover letter to [apply@linevisioninc.com](mailto:apply@linevisioninc.com).