

SL Power Electronics, (SLPE), is a global leader in the design, manufacturing, and marketing of differentiated internal and external AC/DC and DC/AC power conversion solutions for highly demanding medical, test and measurement, lighting, and industrial applications.

We are looking to hire a ***Business Development Co-Op Specialist*** based out of our Ventura California office.

### **MAJOR FUNCTION:**

SL Power's Business Development Co-Op/Intern position will offer real world experience in a culture that empowers your development, and an opportunity to build your network before graduation. In the role, you will assist in executing SL Power's Business development strategy to deliver measurable organic growth.

### **ESSENTIAL FUNCTIONS:**

Support building a high-quality pipeline of prospects in identified core and adjacent markets of interest. Specifically:

- Leverage market research tools and digital targeting techniques (ABM, etc.) to identify relevant prospects in markets of interest.
- Engage and qualify identified prospects.
- Develop and drive awareness and educational webinars.
- Support business development manager with day-to-day sales efforts.
- Maintenance of business development activities in CRM platform.
- Support reporting of business development performance.

### **EDUCATION AND EXPERIENCE:**

- Must be currently enrolled in an accredited Bachelor program, preferably in marketing, sales or business administration.
- Prior experience in market research, business development or sales desired.
- Highly motivated self-starter with strong organizational skills.
- Strong desire and motivation to develop a career in sales.
- Strong leadership and team building skills.
- Exceptional customer focus.
- Experience with Salesforce or other CRM platforms desired.
- Ability to work independently or as a member of a cross functional team.
- Attention to detail, project management skills and ability to operate with a high sense of urgency is required in performing all functions of this position.

**SL Power Electronic, Inc. is an equal opportunity employer. All aspects of employment including the decision to hire, promote, discipline, or discharge, will be based on merit, competence, performance, and business needs. We do not discriminate on the basis of race, color, religion, marital status, age, national origin, ancestry, physical or mental disability, medical condition, pregnancy, genetic information, gender, sexual orientation, gender identity or expression, veteran status, or any other status protected under federal, state, or local law.**

**SL Power Electronics participates in the E-Verify program managed by UCIS for I9 verifications.**