

Job Title: Director, Business Development OxMs - North America

Job Type: Full-time US-based (Remote with travel within North America)

ZutaCore® is a global organization revolutionizing cooling solutions for the data center. We are a dynamic and rapidly expanding company that specializes in developing innovative direct-on-chip waterless liquid cooling solutions for AI workloads. Our cutting-edge technologies address critical needs in the thriving data center market. We foster a purpose-driven culture built on passion, optimism, and a genuine commitment to our customers, each other, and our planet.

We're looking for a dynamic **Director of Business Development** to expand our partnerships with Original Equipment Manufacturers (OxMs) across North America. You'll lead strategic initiatives, manage key accounts, and work with cross-functional teams to drive adoption of HyperCool®, our revolutionary liquid cooling technology.

Key Responsibilities:

- Develop and execute business strategies for OxM growth
- Build and manage key partner relationships
- Collaborate with internal teams to align solutions with customer needs
- Represent ZutaCore at industry events and drive market expansion
- Identify market trends and competitor activities to refine strategy
- Lead contract negotiations and ensure seamless integration of solutions

Qualifications:

- 7+ years in business development or account management in data centers
- Strong knowledge of OxM operations and cooling solutions
- Proven track record in sales and partnership building
- Experience with liquid cooling technologies or data center infrastructure
- Excellent communication and negotiation skills for enterprise-level deals

Benefits:

- Competitive salary based on experience.
- Flexible remote working environment.
- Opportunities for professional development and growth.
- Health, dental, and vision insurance.
- Paid time off and holiday benefits.

Application Process:

If you are a results-driven Business Development professional with a passion for innovation and a proven ability to build impactful partnerships, we'd love to hear from you. Join us in shaping the future of data center cooling technology by sending your resume to careers@zutacore.com.