



## Sales Support for the global Sales Department

**Nel Hydrogen A/S.** The company is currently 105 employees and expects to maintain a strong growth in the coming years. The organization is dynamic, and the culture is informal with flexibility as a key word. Nel Hydrogen is a frontrunner when it comes to the development of hydrogen fuel stations used for the refueling of hydrogen vehicles. The market for hydrogen stations will maintain its growth in the coming years, as large-scale production of hydrogen cars will be launched in the coming years. Nel Hydrogen has positioned itself as a global player for the rapidly growing hydrogen economy.

### About the department and the position

As Nel Hydrogen becomes more and more global, the Sales Department is now divided into the following teams: Business Development/Bid, Sales in US/California, Sales in Korea, Sales in EU and KAM teams. We are looking for a dedicated Sales Support who wants to be part of this energized sales team consisting of 6 colleagues – and still growing. Your primary responsibility is to support the sales teams and the customers both in Denmark and abroad. You will be working at the headquarter in Herning, Denmark, and will be reporting to the Global Sales Director.

The key tasks of the position include

- Customer & Sales
  - Screening and assisting in prioritizing of customer inquiries (RFQs)
  - Reply to emails and answering phone by responding and coordinating customer questions, inquires, complaints in coordination with Sales Management team
  - Support Sales Management with the business through sales initiatives, arranging and hosting pre-scheduled factory visits etc.
- Reporting & Processes
  - Building and maintaining CRM to sales leads and ensure Sales Management are kept updated in real time (KPI Dashboard)
  - Facilitate, support and maintain in building a robust sales process together with Sales Management
  - Support Pre-bid meetings as well as kick-off meetings, status meetings etc. define target group, split responsibilities, note-taking, follow-up
- Organization
  - Daily support the Sales Management as well as regional sales team within the Fueling division through local and/or global cross functional teamwork
  - Plan and execute internal sales meetings – by region
  - Assist in preparing relevant documents to obtain approval from management/Board hereunder analysis, announcements etc.
- Business intelligence
  - Proactively screen, analyze and maintain Business Intelligence information from a variety of data sources incl. the market place, medias, customers, competitive announcement, support schemes such as funding, incentive programs and order tracking, market numbers etc.
  - Support to Sales Management in monthly reporting, updating key documents and making presentations etc. (e.g. Global Order Tracker, Business Review)
  - Ad hoc tasks for Sales Management (e.g. travel arrangements, reports)
- Marketing

- Proactively participate in planning, organizing/coordinating and even participate in relevant exhibitions and fairs
- Assist in updating brochures, track records etc.
- Build and maintain company presentation (Fueling)

### **About you**

We are looking for a person who has more than 5 years of experience in Sales Support, Sales Processes, CRM and customer interaction. Your educational background could be as a Bachelor in Sales and Marketing with a technical interest and knowledge or as a Mechanical or Marine Engineer with administrative skills and interest. You are a proven multi-tasker and can juggle multiple tasks and projects at a time.

As a person you are openminded and able to interact with colleagues and other stakeholders being customers, partners and/or suppliers. You are result oriented and knows how important it is to follow up on deliverables, ensuring that everything runs according to plans. You are service minded, detail oriented and structured and have a positive and energetic personality with problem solving capabilities. You take ownership of tasks and execute them with the highest level of integrity. You are a team player but also work independently.

You must have good communication skills and be able to commit effortlessly in both Danish and English – both verbal and in writing. German will be a big plus. Experience in Microsoft Office and flair for IT in general is a demand.

### **Nel Hydrogen offers**

You are offered an exciting job where you become part of the Sales Department. You will work in an environment where change is part of everyday life and where you, with your experience and knowledge, will greatly affect the task.

Nel Hydrogen is situated in completely new renovated building in Lind, Herning and offers employees a wide range of benefits such as a good canteen, health insurance and massage.

### **Application & contact**

Please send your application and CV – in English, as soon as possible to pro&co via the button "Søg stillingen". You can find pro&co through this [link](#). We are doing interviews on an ongoing basis.

Start-up in the position is as soon as possible.

If you would like further information about the position, please contact:

Kristian Reinevald – pro&co: +45 96 60 32 00

Jens Egholt – Global Sales Director – Nel Hydrogen: +45 20630414

### **About Nel Hydrogen | [www.nelhydrogen.com](http://www.nelhydrogen.com)**

*Nel Hydrogen is a global, dedicated hydrogen company, delivering optimal solutions to produce, store and distribute hydrogen from renewable energy. The company serves industries, energy and gas companies with leading hydrogen technology. Since its foundation in 1927, Nel Hydrogen has had a proud history of development and continual improvement of hydrogen plants. The hydrogen solutions cover the entire value chain from hydrogen production technologies to manufacturing of hydrogen fueling stations, providing all fuel cell electric vehicles with the same fast fueling and long outreach as conventional vehicles have today.*