



Technical Sales Engineer at Nel Hydrogen

At Nel Hydrogen our vision is to empower generations with clean energy forever and with renewable sourced hydrogen we are helping the world to transition away from fossil fuels. In our Danish division in Herning we are currently more than 130 employees and expect to continue a significant growth in the coming years. The company is a global frontrunner when it comes to the development and production of hydrogen fueling stations. The market for hydrogen stations will maintain its growth in the coming years, as large-scale production of hydrogen cars, busses and trucks will be launched in the coming years.

About the position

Our growth journey continues at Nel Hydrogen and now we are looking for a new colleague to take on a newly established position in our dedicated Sales Team in Herning. As Technical Sales Engineer you will join a team consisting of 6 employees who cover all global sales activities and where you really can make your mark on strengthening our sales processes and performance towards our customers. We are selling highly innovative and technical products, and we need a colleague who thrives in a role which cuts across technical product insight and strengthening customer relations.

The key responsibilities of the position include:

- Handle various customer questions and inquires to help translate customer needs into Nel terms and applicable product solutions
- Support the Sales Team with various sales initiatives, arranging and hosting pre-scheduled factory visits, attend sales events and trade shows and participate in meetings with existing and potential customers to help explain product features, presenting and demonstrating the products, and determining which product configuration meets the needs of each individual customer
- Close collaboration with the Product Management and Application Engineering team to ensure a thorough understanding of the technical product specifications and to keep up to date with new company products. It is also expected to give inputs in the development of new products
- Ensure that we sustain a high level of commitment towards our customers by improving and reducing the response time to customer inquiries
- Assist the sales team in writing budgetary quote and in writing Technical Specification as well as Commercial Specifications to complete a firm quotation
- Responsible for writing and submitting service quotes and contracts – either as renewed quotations or contracts for existing sites or as part of a firm quotation for a hydrogen Fueling stations.
- Track sales activity in CRM, write reports, support negotiate contracts and get involved with marketing tasks from time to time
- Participate in and support anchor and status meetings in the sales team

About you:

You might be in the beginning of your professional career or already have some experience with technical sales. You hold a bachelor's degree in Marine Engineering or similar and speak and write English fluently – you will have an advantage if you are also proficient in French and German.

As a person you are openminded and able to interact with colleagues and external partners and customers. You demonstrate great patience and confidence and knows how important it is to follow up on deliverables, ensuring that everything runs according to plans. You act with integrity and common sense and display strong verbal and written communication skills. We believe that understanding and delivering on the customers' needs is what enables our success, so you rely on your strong listening skills to understand what our customers need and to provide adequate technical support when discussing any issues with a specific product. You are motivated by becoming our customers' ambassador within Nel Hydrogen Fueling.

Some travel activities must be expected as we are a global company, app. 40 days pr. year.

Application and contact:

Please send your application and CV to recruitment@nelhydrogen.com and please feel free to contact Global Sales Senior Director, Jens Egholt Rasmussen at +45 20 63 04 14. We are doing interviews on an ongoing basis. Starting date as soon as possible

About Nel Hydrogen | www.nelhydrogen.com

Nel Hydrogen is a global, dedicated hydrogen company, delivering optimal solutions to produce, store and distribute hydrogen from renewable energy. We serve industries, energy and gas companies with leading hydrogen technology. Since its foundation in 1927, Nel Hydrogen have had a proud history of development and continual improvement of hydrogen plants. Our 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.