

Job Title: Business Development Manager – North America
Department: Sales and Marketing
Reports to: Vice President, Sales and Marketing - Americas
Location: California preference, Connecticut or Remote

Nel Hydrogen

10 Technology Drive
 Wallingford, CT 06492
 USA

T +1.203.678.2000
 F +1.203.949.8016
 E info@nelhydrogen.com
 W www.nelhydrogen.com

Hydrogen... the most abundant element in the universe is your ticket to a rewarding future. Every day there are reports of how hydrogen (produced by water electrolysis and renewable energy sources) is displacing fossil fuels, reducing greenhouse gasses, and helping to revitalize our planet.

Nel Hydrogen is the global leader in on-site hydrogen generation and the largest electrolyser manufacturer in the world. Armed with a full portfolio of water electrolysers and hydrogen fueling station technologies, Nel Hydrogen is leading the charge into the new green hydrogen economy.

If you are driven by personal initiative combined with loyalty and commitment to your team and the ability to convert complex issues into simple solutions, then we want to talk to you. Help make the world a better place. Join a company that is on the cutting edge of new energy innovations, with an energized, progressive culture.

POSITION SUMMARY

The Business Development Manager will focus on the Renewable Hydrogen market development in North America. As subject matter expert, this position will develop partners and potential customers towards increasing Nel’s market share and sales.

RESPONSIBILITIES:

- Be Nel’s face in the region and represent the company in a professional, knowledgeable, and trustworthy way.
- Contribute to the development of strategies and execution plans for growing the business and achieving company sales goals.
- Execute specific business development initiatives in line with the strategy.
- Develop, manage, and maintain business relationships with potential accounts supporting the organization's sales strategy.
- Act as global or regional key account manager for certain strategic accounts.
- Collaborate with corporate marketing to develop campaigns and collateral.
- Determine and create account plans for targeted accounts.
- Conduct negotiations to determine contract terms and ensure profitable deals.
- Manage customer relationships and close sales opportunities.
- Define and support customer service standards to ensure clients are satisfied with received products/services.
- Travel for in-person meetings with customers, prospects, and partners and to develop relationships.

- Monitor customer, market, and competitor activity and provide feedback to the company leadership team and other company functions as appropriate.
- Support other Nel business segments as agreed with company leadership.
- Ensure business processes and standards are followed, especially use of CRM tool (Salesforce).
- Support Nel policies on HSE and Quality.
- Potential for 50% travel or more

QUALIFICATIONS:

- Master's/Bachelor's degree in Engineering and/or Business
- 10+ years' experience in business development / sales in a corporate setting
- Passionate about clean energy technology and solution selling
- Preferred industry background: hydrogen, industrial gases, renewable energy or fuel, chemical process industry
- Good understanding of the overall energy landscape (Power, Oil & Gas and Renewables)
- Languages requirements: English speaking and writing. Any additional languages will also be a strong asset
- Proven experience in a consultative Business Development/Sales role
- Research and strategy knowledge
- Solid computer skills, MS Office; and awareness of web-based marketing and social media
- Driven and committed to success while maintaining integrity
- Proven track record of exceeding sales objective and territory/account development
- Excited about combining business and technical knowledge
- Able to be creative and push the business forward
- Willingness to evolve in a growth market with potentially long sales cycles
- Proficient and disciplined in using and maintaining a CRM and digital tools (Salesforce preferred)
- Ability to manage complex projects and multi-task
- Ability to flourish with minimal guidance, be proactive, and handle uncertainty

Competencies:

- Ethical Business Practices
- Innovation
- Relationship Management
- Communication
- Collaboration
- Interpersonal skills
- Negotiation and persuasion skills
- Project management skills
- Business Acumen
- Adaptable/Flexible
- Problem Solving
- Time Management and Organization

The above statements reflect the principal functions of the position and shall not be construed as a detailed description of all work requirements that may be inherent in the job.

Nel Hydrogen provides comprehensive health and insurance benefits for its employees as well as a stock option plan. The Company offers competitive paid vacation time, sick leave, and holidays.

The Company has a published Code of Conduct that all employees are expected to follow.

Visas

- Nel will only employ those who are legally authorized to work in the United States. This is not a position for which sponsorship will be provided.
- Individuals with temporary visas such as E, F-1, H-1, H-2, L, B, J, or TN or who need sponsorship for work authorization now or in the future, are not eligible for hire.

We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law. All employment is decided based on qualifications, merit, and business need.

To apply, please e-mail your cover letter and resumé to: nelctcareers@nelhydrogen.com.