

**Job Title:** Sales Engineer, Applications  
**Department:** Sales  
**Reports To:** Director of Applications  
**Location:** Wallingford, CT

**Nel Hydrogen**

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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**

A key contributor on the Applications Engineering team that helps salespeople generate quotes, supports customers, and examines ancillary equipment solutions for supporting Nel product sales.

**RESPONSIBILITIES**

- Develop quotations for Nel hydrogen generators and supporting ancillary equipment.
- Create a list of clarifications and deviations while reviewing tender equipment specifications.
- Support customer technical questions on equipment features and operation, ancillary equipment, and installation requirements.
- Support salespeople on customer phones calls and form written responses to technical queries.
- Obtain quotes from current and new suppliers related to ancillary equipment that we offer for cooling, storage, and compression and convert them into quotes for our customers.
- Interfaces with engineering on regular basis as part of a continuous improvement team covering documentation and new product features.
- Acquire in depth product knowledge and performance specifications.

Special projects as required.

**QUALIFICATIONS**

Education:  
Bachelor's degree in Engineering (Mechanical, Electrical, Chemical, Computer Science, Industrial)

#### Required Skills and Abilities:

- 2 to 3 years of industry related experience (Industrial equipment preferred).
- Experience in applications engineering or technical sales.
- Familiarity, with industrial control systems or machine operation a plus
- Demonstrated strong communication skills both written and oral.
- Customer focus, sales mindset, coupled with good listening skills.
- Motivated self-starter with high level of initiative and creative approach to problem solving.
- Capable of working well in a multi-disciplinary team environment.
- Experience interfacing with worldwide, multi-national customers is a plus.
- Strong working knowledge of Microsoft Office; Familiarity with Salesforce is a plus.

#### Competencies:

- Attention to Detail/Accuracy
- Problem Solving Skills
- Communication; verbally and written
- Time Management; priority goals
- Consultation
- Organization and planning
- Multi-tasking
- Collaboration
- Ethical Practice

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 We are an equal opportunity employer-M/F/Disabled/Veteran 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](mailto:nelctcareers@nelhydrogen.com).