

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.

Join a company on the cutting edge of new technology in an energized, progressive culture

Sales & Business Development Director, Northern Europa

Nel Hydrogen is the global leader in on-site hydrogen generation and the largest electrolyzer manufacturer in the world. Armed with a full portfolio of water electrolyzers and hydrogen fueling station technologies, Nel Hydrogen is leading the charge into the new green hydrogen economy. We are hiring a Sales & BD Director focused on the renewable Hydrogen market development within EMEA, covering Denmark, Benelux, Poland, UK, and Ireland. This position reports to the Vice President Sales & Marketing – EMEA of the Nel Electrolyzer Division.

About the position

In the role as Sales & BD Director you are responsible for developing, managing, and maintaining business relationships with our current customers and defined leads, supporting the organization's sales strategy. You take pride in the overall strategy by effective and competent delivery of the customer's requirements corresponding to NEL's capabilities and product program. The position covers many exciting responsibilities, to name a few:

- Contribute to the development of strategies and execution plans and specific initiatives for growing the business and achieving company sales goals.
- Act as global or regional key account manager for *certain* strategic accounts, and among other tasks you determine and create account plans for targeted accounts.
- Conduct negotiations to determine contract terms and ensure profitable deals.
- Set and enforce customer service standards to ensure clients are satisfied with our deliveries such as products/services.
- Collaborating with the different internal BU's (marketing, technical sales, engineering, legal and, projects) to develop leads and proposals.
- Be Nel's face in the region and represent the company in a professional and trustworthy way.
- Monitor customer, market, and competitor activity and provide feedback and support to the company leadership team and other company functions when relevant.
- Ensure business processes and standards are followed, especially use of CRM tool (SalesForce).
- Travel for meetings with customers, prospects, and partners and to develop relationships, potential 50% travel activity.
- Support Nel policies on HSE and Quality.

Who are you?

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 would like to speak to you. We firmly believe you bring in an energetic mindset and drive combined with personal attributes and competencies such as:

- Curious and passionate about greening our planet.
- Strong verbal communicator and interpersonal skilled.
- Driven and committed to success while maintaining integrity.
- 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.
- Ability to flourish with minimal guidance and in a decentralized team, be proactive, and handle uncertainty.
- Accept to follow some frame guidelines and structures of a global organization.

Qualifications

We expect you to have a relevant educational background, most likely a commercial or engineering bachelor or master's degree with an engineering or commercial mindset. In addition, you have solid proven experience in a Business Development/Sales role. Preferably within hydrogen, industrial gases, renewable energy or fuel or chemical process industry, which give you good understanding of the overall energy landscape. Your record also includes:

- Experience of exceeding sales objectives and territory/account development.
- Ability to negotiate and manage complex projects and assess and articulate the consequence of a technical solution from a commercial and contractual point of view.
- Solid computer skills, MS Office; and awareness of web-based marketing and social media.
- Proficiency and discipline in using & maintaining a CRM and digital tools (Salesforce).
- Fluently communication in written and verbal English. Proficiency in a third language such as French, Polish, and/or Dutch is an asset.

Our Offer to you

We are offering a great work environment in modern surroundings, located in Herning, Denmark where you will share office facilities with colleagues from the Fueling division in Nel Hydrogen (alternatively home office is also possible). Nel Hydrogen provides comprehensive health and insurance benefits for the employees as well as a competitive salary and bonus scheme including paid vacation time, sick leave, and holidays.

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

Application

To apply, please send your cover letter and resumé to recruitment@nelhydrogen.com. If you would like to know more about this opportunity and Nel, visit us at <https://nelhydrogen.com/>

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 has 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 range as conventional vehicles today.