

JOB POSITION | San Francisco Bay Area or Orange County, California, US

Technical Sales Engineer

Nel Hydrogen is looking for a skilled and motivated Technical Sales Engineer in the San Francisco Bay or Orange County area. Nel is a world leader within hydrogen production and fueling equipment for zero emission fuel cell electric vehicles. Your job at Nel will involve helping the Sales department with activities focused on the sale of hydrogen fueling and production equipment throughout North America.

About the position

Our growth journey continues at Nel Hydrogen, and we are looking to fill a new position within our Sales Team in California. As Technical Sales Engineer you will join a team consisting of the Director for Sales and Business Development and a team of back-office/application engineers. Sales activities, where you really can make your mark, is on strengthening our sales processes and performance towards our customers and internal Stakeholders. 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 strengthens customer relations.

Key Responsibilities

- Manage 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, planning of the Sales director participation in sales events and trade shows and take part in meetings with existing and potential customers to help explain product features, presenting and showing 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. Provide input into 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
- Aid the sales team in writing non-binding and binding offers and help in writing Technical Specification as well as ensure alignment with Commercial Specifications to complete an offer
- Track and update sales activity in Salesforce and Microsoft Teams, write reports, support contracts negotiations, and get involved with marketing tasks from time to time
- Participate in and support anchor and status meetings in the sales team
- Support the business development team with market analyses and tracking as needed.

Education

- 4-year college degree, and an B.S. in Engineering is a plus

Qualifications

- Work experience of 2–5-years.
- Ability to navigate an organization and the confidence to work independently.
- Openminded and able to interact with colleagues and external partners and customers.
- Demonstrate great patience and confidence and know how important it is to follow up on deliverables, ensuring that everything runs according to plans.
- Act with integrity and common sense and display strong verbal and written communication skills.
- Strong listening skills, ability to understand what the customers need and to provide adequate technical support when discussing any issues with a specific product.
- You are motivated to become our customers' ambassador within Nel Hydrogen Fueling.

Travel

- Some national and international travel activities must be expected.

Preferred skills and abilities

- Strong working knowledge of Microsoft Office, Salesforce and NAV is a plus.
- Fluent in the English language

Competencies

- Attention to detail/accuracy
- Problem Solving Skills
- Communication; verbal and written
- Time Management; priority goals
- Consultation
- Organization and planning
- Multi-tasking
- Collaboration
- Ethical Practice

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.

Equal opportunity employer

- Nel is an equal opportunity employer, and all qualified applicants will receive consideration for employment regardless of race, colour, 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 & Contact

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