

POSITION DESCRIPTION

POSITION: Head of Sales and Business Development – EMEA

REPORTS TO: VP Sales

DATE: 2-4-2022

COMPANY LOCATION: Valencia, CA, USA

JOB LOCATION: UK

Job Summary:

As a fast-growing global company helping to make the hydrogen economy a reality, H2scan is seeking an experienced Head of Sales and Business Development for the Europe, Middle East, and Africa (EMEA) region. This position will play a key role in growing sales with distributor partners, OEMs, utilities, and gas transmission companies, in addition to helping shape policies and legislation aimed at growing the role of hydrogen in powering the future.

Overview:

- The Head of Sales and Business Development for EMEA will be responsible for expanding the company's presence in the hydrogen economy.
- The position requires strong knowledge of H2scan's products, including their applications, installation, operation, and service.
- Technical knowledge together with sales skills will be used to market, promote, and sell H2scan hydrogen analyzers by demonstrating how the products work, along with the benefits for potential customers.
- Engage key decision makers at the corporate and national levels to make sure the company's products are integrated into OEM products, gas pipelines, and all relevant points within the hydrogen economy.
- Perform detailed market sector and application analysis to understand where various industries are headed to ensure that the company's products are positioned correctly and identify gaps.
- The role requires working closely with other members of the company including the sales team and colleagues from a range of departments, such as research and development, design, purchasing, production, and quality, as well as senior management.
- Regular travel is required to demonstrate the products and educate distributors and potential customers about the functions and benefits of the products. Due to the technical nature of the product line, in-person meetings are common.
- Represent the company at tradeshow, conferences, and on key legislative and technical committees to advance industry knowledge of the company and the products.

Responsibilities:

- Perform detailed market sector and application analysis, business development, and implementation along with product marketing and providing internal sales support.
- Manage assigned customer accounts and provide pre-sales technical assistance, quotations, contract negotiation, and ongoing post-sales customer support in a timely manner.
- Identify and contact new customers who might benefit from company products or services.
- Develop and maintain strong long-term relationships with customers by understanding and meeting their needs.
- Evaluate competitive situations and recommend appropriate tactics to maximize market penetration and client potential in designated regions.
- Together with management, develop and implement a plan for expansion of direct sales into key markets.
- Introduce, demonstrate, and promote all current and new products to target customers.
- Prepare technical presentations to demonstrate how the product meets customer needs.
- Provide detailed technical demonstrations of product benefits and characteristics.
- Prepare required reports and submit as requested.
- Meet regular sales targets and coordinate sales projects.
- Other duties as assigned by management.

Qualifications, Skills, and Requirements:

- Deep industry knowledge of hydrogen economy, specifically the power to gas value chain, natural gas transmission, electrolysis, and fuel cells.
- Previous experience with TSOs or utilities preferred.
- Experience with European policy and legislation processes preferred.
- Preference given for a post-secondary degree in engineering, science, chemistry, business, or an area of expertise related to a sensor product line.
- Preference given for previous experience in technical process sales in sensor related field.
- Must possess excellent communication skills to communicate with customers effectively.
- Successful track record in technical product sales.
- Exceptional presentation abilities.
- Strong technical, sales, and organization skills.
- Works well in team environment while being self-motivated to succeed.
- Willing to travel domestically and internationally (up to 50%).
- Strong computer skills including CRM and MS Office.

COMPENSATION

- H2scan offers a competitive compensation package that includes a base salary and benefits DOE.

CONTACT

- Please e-mail your cover letter and resume to mnofal@h2scan.com.