



Hydrogen is the future, we can sense it™

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Hydrogen Economy Specialist

About H2scan:

H2scan is the world leader in providing solid-state hydrogen sensors. Our sensors are considered the gold standard for improving electrical distribution reliability, optimizing measurements in refinery & petrochemical plants, and are ideal to monitor/measure hydrogen concentration in fuel cells, electrolysis, and hydrogen distribution pipelines to reduce carbon emissions. When you join our team, you will be working side by side with talented engineers, scientists, and manufacturing professionals. You will be developing exciting, cutting-edge products to enable the expansion of the Hydrogen Economy, which is a cornerstone to the planet's decarbonization. From fuel cell vehicles to hydrogen-powered appliances, the opportunities are limitless. We offer highly competitive compensation, a flexible work schedule, and a fast-paced, fun work environment.

Reports to: VP of Sales

Job Location: UK

Industry: Hydrogen Economy/Gas Analyzers

Job Description:

The Hydrogen Economy Specialist (HES) will fully understand the company's products and business roadmap and will represent the company interests by being involved in all hydrogen economy global projects. HES will research and keep current on various regulatory issues within the hydrogen industry. HES will develop positions on policy issues, analyze how policy issues will impact business opportunities, and provide updates and strategy recommendations to senior management, sales, project development teams and other internal stakeholders. This role often serves on various stakeholder committees, such as industry trade associations, or assists in lobbying functions during state and federal rule making procedures associated with transmission and interconnection issues, hydrogen market issues, state Renewable Portfolio Standards, land use, and siting/permitting.

We are currently looking for a HES to join our team. You will fully understand all elements of hundreds of global hydrogen economy projects and work on positioning H2scan in small, medium and large-sized hydrogen economy projects under the guidance of the VP Sales. You will have a strong understanding of existing legislative and regulatory issues, but more importantly, you will keep up to date on various policy issues within the hydrogen industry and work with government and private companies in all hydrogen economy related markets and applications making sure H2scan's interest are represented. You will research potential changes in rules, regulations, and legislation at the state and federal levels. Using your knowledge and research, you will provide

information and recommendations to internal company stakeholders that can assist in strategic business planning.

The HES will represent H2scan's interests by serving on various stakeholder committees and assist in lobbying type functions during State and Federal rule making procedures associated with transmission and interconnection issues, hydrogen economy market and infrastructure issues, state Renewable Portfolio Standards, siting/permitting, and land use. You will communicate with various stakeholders to determine issues and potential outcomes, testify at state and regional, such as with Public Utility Commissions or legislative committee hearings. You may also draft and edit new regulatory language in support of hydrogen economy and infrastructure.

Responsibilities:

- Create or expand business development to further company hydrogen economy opportunities
- Identify and work to develop new customers
- Develop pursuit plans for upcoming key opportunities
- Develop proposals with support from other H2scan staff as needed
- Understand and ensure that customer expectations are met or exceeded
- Establish and maintain positive internal and external stakeholder relationships
- Development of front-end studies, scoping documents, framing documents, etc.
- Support development of man-hour estimates, project cost estimates and schedules
- Support management of project costs, schedule, and quality
- Coordinate and/or work as contributing member within a multi-discipline team on projects execution
- Provide technical advice and guidance to engineering disciplines

Qualifications:

- Hydrogen economy and renewable energy industry background
- Process engineering experience
- Hydrogen project experience
- Business development strengths
- Commercial awareness
- Sound problem-solving skills
- Excellent organizational and communication (written and oral) skills
- Ability to perform in a dynamic and fast-paced environment
- Ability to multitask, in both capacities of handling multiple studies/projects, and be able to carry out multiple tasks and scalability within each project
- Genuine team player who will encourage teamwork with the project team and with other discipline staff
- High level of initiative and ability to complete tasks on schedule and budget
- Willingness to go the 'extra mile' to support projects, customers and fellow employees
- Focused on providing quality services to the customers in a timely manner
- Knowledge of project management principles and processes
- Willingness to travel as needed

- 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 law, engineering, science, chemistry, business, public policy, or an area of expertise related to hydrogen economy.
- Preference given for previous experience in technical process sales in sensor related field
- Successful track record in technical product sales.
- Exceptional presentation abilities.
- Strong technical, sales, and organization skills.
- Strong computer skills including CRM and MS Office.
- Analytical skills using qualitative and quantitative research methods. This is important when collecting, evaluating and interpreting data
- Critical-thinking skills to be able to examine and process available information and draw logical conclusions from their findings.
- Intellectual curiosity to continually explore new ideas and information in order to make new and appropriate recommendations. Must stay current on regulatory issues and come up with new ways to think about and address these issues.
- Communication skills to clearly explain policies, policy impacts, and recommendations in both spoken and written formats to many different audiences, including colleagues in their company, external stakeholders, team members and policy makers.

Benefits:

- Health Insurance benefits
- 401(k)
- Life insurance
- Family leave (parental, maternal)
- Bonuses
- Equity/stock options
- Three weeks paid vacation
- Paid sick days
- FSA/HSA
- Cell phone reimbursement

H2scan is an Equal Opportunity Employer