



Hydrogen is the future, we can sense it™

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## **European Transformer Product Sales Manager**

### **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.

### **Job Description:**

We're looking for an outside Sales Manager to join our growing team! You'll work with existing and new customers to promote and grow the use of H2scan's proprietary and patented Hydrogen sensor technology. Candidates should be driven, hard-working professionals who have experience with the electric utility transformer market and can promote H2scan products in a variety of forums.

### **Responsibilities:**

- Supports Sales department in its efforts to increase sales for the company with respect to Hydrogen Sensor business and application projects.
- Generate revenue by working with H2scan OEM partners and educate end users about the benefits of using H2scan proprietary technology.
- Help to facilitate contractual aspects of the sales.
- Work with customer service, engineering, operations, and customers to meet objectives
- Provide excellent customer service through prompt and accurate processing of orders, communication and coordinating with other departments to resolve sales and technical inquiries.
- Close sales with qualified leads to generate new business and ensure the client's needs are met while exploring opportunities to add value.
- Develops sales opportunities by researching and identifying potential accounts, soliciting new accounts, building rapport, providing technical information and explanations, and preparing quotations.
- Encourage potential clients to purchase H2scan products for all Hydrogen applications at their site or company

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- Build customer relationships with existing and new clients by reaching out via phone, email, or other forms of communication
- Develop in-depth product knowledge to enable an excellent customer experience
- Promptly document opportunities using CRM software
- Track sales cycle progress on a monthly and quarterly basis to ensure goals are met
- Ensure internal revenue and margin objectives are met
- Domestic and international travel up to 70% required.
- Travel to customers, trade shows and conferences to educate and influence OEMs and end users of the benefits of using H2scan products

**Qualifications:**

- 5+ years of industry sales experience converting qualified opportunities in a sales representative position
- BA/BS University degree with a concentration in engineering, industrial, or business administration
- Transformer related experience preferred
- Working knowledge of CRM software and the sales process
- Excellent communication skills, listening skills, presentation skills, and customer service skills
- Customer Service and Contracts experience
- Excellent oral and written English communication skills
- Ability to read and understand technical/business documents
- Knowledge of Export Compliance Guidelines preferred
- Teamwork business attitude
- Ability to be multi-task
- Fluency in Microsoft Office Suite programs, phone systems, and ERP systems
- Knowledge of Industry/Field's concepts, practices, and procedures

**Perks and 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**