

Job Description

Position Title.....Key Accounts Director (Global)
Location(s).....Western Europe (North America will be considered)
Typically Reports to.....Vice President of Sales
Salary.....\$130-160K

About H2scan Corporation

H2scan was founded in 2002, and is headquartered in Valencia, California. H2scan helps our customers meet safety, regulatory and process control requirements in mission critical industries such as energy, utility, petrochemical, fuels cell and gas lines. We do that by providing the most accurate, tolerant and affordable continuous hydrogen sensors for monitoring of industrial processes that generate or use H₂, including transformer condition monitoring. H2scan holds 33+ patents and our products are sold in over 50 countries.

Job Description

The Key Account (OEM) Director is a sales (account management) role that develops and executes strategic and tactical account plans for H2scan's OEM customers. The initial target market for the role is Transformer Manufacturer and Monitoring OEM customers in North America and Europe. The candidate must have experience getting products designed into power transformer systems at local and multi-national Power Utility OEM's and EPC's. The candidate will work with the Vice President of Sales and H2scan's leadership team to establish and implement sales plans and tactics for our OEM accounts. The role will be expanded to include key account management of all H2scan's large OEM's, including those serving the Hydrogen Economy.

This is a remote, individual contributor role based in Western Europe or North America.

Essential Responsibilities

1. Delivers on the revenue goals by contributing to our Power Transformer monitoring (and later Hydrogen Economy) OEM customer's success. Supports their development of competitive market products that are based on H2scan's technology.
2. Analyzes the potential for H2scan to assist prospective target OEM's by understanding their market(s) and opportunities, examining value propositions, and prioritizing H2scan's solution.
3. Identifies and works with a customer buying influencers (Engineering, Purchasing/Sourcing, Sales, Application Engineering, etc.) to pursue design wins to put H2scan in a preferred (or sole source) position.
4. Champions key customer opportunities (inside H2scan) to gain support for resources and investments needed to advance opportunities. Interfaces with Senior Management, Program Management, Marketing, (and as required Engineering) to prioritize new products and/or commercial activities to realize growth.

H2scan is an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation and gender identity, national origin, disability status, protected veteran status, or any other characteristic protected by law.



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5. Maintains a cadence of business reviews with OEM customers to discuss H2scan's performance, future demand and product/service ideas (with leadership at the OEM).
6. Leads the coordination of business, contract and pricing reviews, quality audits, etc. as required.
7. Stays aware of and moves against potential competitive threats within the customer organization and from external competitors.
8. Collaborates with Customer Service & Application Engineering personnel to maintain the highest quality of service for customers. Escalates customer issues when necessary to appropriate H2scan management.
9. Represents H2scan at appropriate customer and industry events to network and promote H2scan.
10. Establishes sales KPI's to measure Sales progress; takes corrective action when KPI's are not met.
11. Conducts research, analyzes data, recommends and implements corrective actions for exception conditions (e.g. budget or forecast miss) and prepares reports for the H2scan leadership team.
12. Prepares monthly reports that provide account status, sales figures and target opportunities for review, as well as reports that forecast expected future sales.
13. Works extensively with our OEM customers to ensure overall customer satisfaction with H2scan's products and services. Acts on Customer Satisfaction Surveys or business reviews by pro-actively solving obstacles.
14. Helps identify sales and marketing tools that advance sales, supports tradeshows, and provides content for newsletters and press releases.
15. Utilizes H2scan's Customer Relationship Management (CRM) to maintain customer contact and opportunity information for existing and target customers and opportunities.

Essential Qualifications, Skills & Experience

1. Bachelor's degree in engineering (or equivalent with relevant experience).
2. Knowledge of electric power utilities and their supplier ecosystems, specifically Power Transformers. Experience with Transformer Monitoring, Dissolved Gas Analysis (DGA) OEM's is an advantage.
3. Demonstrated experience structuring, advocating and closing long term supply agreements.
4. Demonstrated experience using Large Account Management to penetrate Power Utility OEM's.
5. Strong personal references and established relationships with OEM's across the assigned territories.
6. Track record of career advancement with proven ability to carry and deliver against \$5M+ quotas, growing sales and margin results year over year.
7. A well-organized and self-directed individual who is a team player.
8. Has personal integrity and maintains confidentiality in all aspects of business, employee and pricing.
9. Excellent problem solving and the ability to manage multiple projects with a "can do" attitude.
10. Experience selling to multi-national / global accounts in the Power Utility vertical.
11. Demonstrated knowledge of European and North American business practices and culture.
12. Excellent communication skills (verbal and written) and the ability to interact effectively in English. Being fluent in German is an advantage.
13. The candidate must be located near a major airport and is expected to travel (domestic and international) at least 50%.

H2scan is a growth focused company with a bias for action and wants people with a passion to win. The successful candidate must be a self-starter, have a "get-things-done" mindset, think strategically and out of the box, but act tactically and in a structured way. The candidate is expected to drive results and will put the goals of the company ahead of personal objectives.

Benefits

- Health Insurance benefits
- 401(k)
- Life insurance
- Family leave (paternal, maternal)
- Bonuses
- Equity/stock options
- Three weeks paid vacation
- Paid sick days
- FSA/HAS

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