Business Development Manager Hydrogen for Mobility - France

Location: EU-FR-Home Based

Description de la fonction et compétences souhaitées

Air Products & Chemicals, Inc., is a Fortune 500 manufacturer of industrial gases. For more than 80 years we’ve been helping our customers to become more productive, energy efficient and sustainable. With approximately 20,000 employees and operations in 50 countries, we serve customers across a wide range of industries from food and beverage to medical, energy and transportation. We supply a unique portfolio of atmospheric and process gases, equipment and services.

The European Hydrogen for Mobility (H2fM) engineering team provides project engineering, product engineering and technical support to the H2fM business area covering all areas from the Distribution Equipment right through to the Fuelling station themselves with both High Pressure and Liquid Hydrogen solutions.

Several EU countries and cities have already mandated the uptake of zero emission vehicles and more are following. Projects and support primarily involve larger scale captive fleet (bus, train) fuelling stations, but the intent is also to support fleet fuelling projects for cars, ships, etc. Air Products seeks to be the market leader in providing end-to-end hydrogen refuelling solutions to fleet operators, providing hydrogen molecules together with complete refuelling infrastructure including operation and maintenance services.

The Business Development Manager Hydrogen for Mobility will join the existing team to drive the growth of our H2fM business in France. Specifically, the position will complement the existing activities related to the identification, development and commercial execution of investment activities associated with fuel cell vehicle manufacturers, regions, fleet operators, renewable energy providers, and funding agencies, to sell our H2 for Mobility solutions by developing projects to convert heavy duty vehicle fleets to emissions free H2fM technology.

As the Business Development Manager Hydrogen for Mobility, you will:

- Identify and develop business opportunities.
- Build relationships with potential customers/partners and with influencing bodies (H2 fuel cell vehicle OEMs, governments, green energy providers, etc).
- Commercial sales lead for selected H2fM opportunities Targeted & measured on new project wins / # of installs / volume of H2 sold.
- Working with the H2 sourcing manager to determine the appropriate sourcing strategy for the new opportunities. This may include a variety of supply modes of delivered and/or onsite product of hydrogen.
- Secure public funds which are available to support the transition to 0 emission transport. Manage financial funding claims.
- Cooperate with the internal team (including corporate functions such as Treasury, Tax and Law) in the business development and execution process.

As the Business Development Manager Hydrogen for Mobility, you already are or have:

- Degree in a scientific subject or finance with more than 10 years of work experience in sales or business development.
- A self-starting deal maker who will take ownership of multiple projects from inception to hand-over, working as part of an integrated team.
• Must be able to work well with a cross functional team with external stakeholders and provide guidance to a variety of internal functional groups in order to develop and execute proposals and projects.
• Contract negotiation skills and an understanding of financial transactions is required.
• Excellent relationship building skills.
• A very well-organized team player.
• Fluency in French and English.

What we offer:
At Air Products, we work in an environment where diversity is essential, inclusion is our culture, and each person knows they belong and matter.
We offer a competitive salary and benefits package, a culture of respect, challenge and innovation – with excellent opportunities for growth and development.
If that sounds interesting, then come and discover, care and accomplish by clicking APPLY now!

Caractéristiques :
Référence du poste : 35466BR
Département : Global Hydrogen for Mobility (H2fM)
Secteur d'affaires/Division : HFM Americas
Contrat de travail : Contrat à Durée Indéterminée – Temps Plein
Région : Europe
Pays : France

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