

Let us briefly introduce to you:

ITM Linde Electrolysis (ILE) GmbH is a joint venture between Linde Engineering (LE) and ITM Power, a leading equipment manufacturer for proton exchange membrane electrolysis systems for Hydrogen.

ILE is the Engineering, Procurement and Construction management organization for combining ITM Power systems with LE's technologies into electrolysis-based Hydrogen and Green Gases solutions.

ILE is the spearhead for Market Development, Business Development, Sales, Proposal Work. To provide our customers in Metals & Glass, Electronics, Refinery, Steel, Chemistry and Energy with the best Power-2-X solution, ILE offers concepting and feasibility engineering, where such solutions are translated to economically and technically viable EPC projects.

To kick off our business we are looking for highly motivated people with a hands-on mentality.

## Business Development Manager Americas \*

Based in USA, Houston office or other Linde location as base office

**In this Role you truly identify yourself with the following key responsibilities:**

- Focusing on the Americas-region (in which specific country may be assigned)
- Conduct market research & market intelligence, analyzing specifically market environment (e.g. regulation, specifically in energy transition, GHG emission reduction and sustainability, and macro- and micro-economic environment for Hydrogen / GreenH<sub>2</sub>), customers' demand (strategic plans in field of H<sub>2</sub>, incl. "pain & gain" points), competitors profiling, leading associations initiatives and other relevant areas
- Preparing a market and marketing strategy including client engagement plan for the defined region, incl. repetitive reporting, annual business and order intake planning
- Attending and representing ILE GmbH at appropriate conferences and meetings
- Establishing new and maintaining existing customer relationships by regular face-to-face meetings
- Understanding and conveying customer needs in the field of Hydrogen, GreenH<sub>2</sub> and sustainability, and identify the decision makers within the client organization
- Acquiring and evaluating of new project opportunities, incl. underlying business cases
- Together with the Sales / Proposal Department of ITM Power, defining and supporting the development of a tailored concept and related sales strategy, with good understanding of the customer's economic / strategic drivers in mind, and with good assessment of the competitive environment
- Communicating proactively with customer in all project phases, in particular during project development, sales and proposal phase, in coordinated fashion with sales and proposal department
- Coordinating with other business development and sales associates across the Linde Group as necessary to achieve objectives
- Keeping CRM database (Salesforce) updated

You will join a young company with a start-up mentality in a very dynamic environment, and report directly to the managing director. Other tasks may be assigned by the Managing Director within the competences of the candidate and as needed for the growth or market presentation of ILE.

The business development work typically involves technical multidiscipline coordination, complex contractual arrangements and challenging partner/customer relations. In this role we are looking for enthusiastic people with a can-do attitude and the following profile:

# ITM LINDE ELECTROLYSIS

- Master's degree in engineering (mechanical or process or combined) or combined degree in engineering and business administration, in combination with a minimum of 10 years working experience in the profession of business development, sales or EPC project management
- Business development or equivalent experience in selling technology related offerings to the industries of Metals & Glass, Electronics, Refinery, Steel, Chemistry and/or Energy with the best Power-2-X solution, ideally with a strong basis of customer contacts
- Good process engineering industry business acumen
- Background understanding of chemical processing landscape, EPC execution
- Technical skills in strategic planning, market research and promotion
- Proven track record in sales, business development and winning new business
- Fluent in German and English, both verbally and in writing, additional languages beneficial
- Self-motivated and with high curiosity in the customers' economic drivers
- Effective communication skills, convincing and reliable
- Strong and convincing presentation skills

Please send your application to:

Ms. Hanka Jurk  
+49 351 250 3117  
Hanka.Jurk@linde.com

\*Any designations used of course apply to persons of all genders. The form of speech used here is for simplicity only.