

ITM LINDE ELECTROLYSIS

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 conceiving 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.

Sales & Proposal Engineer *

Based in Dresden

In the Role of the Sales and Proposal Engineer you truly identify yourself with the following key responsibilities:

- Concept engineering & techno-economic feasibility studies
- Liaising with Business Developer of JV to understand the customer business case and "Pain / gain" points as well as key decision criteria; co-development of sales strategy which employs Linde's and ITM's value propositions to highest benefits / convincement of the customer
- Proposal work including scope alignments / delineations with affiliated organizations (Linde Engineering, ITM Power) and external organizations
- Customer liaising during proposal project life-time in close cooperation with Business Developer of JV; preparation of pitch documents and presentations
- Managing the proposal activities across the engineering disciplines of ILE's dedicated EPC office
- Liaising with ITM Power engineers as needed to develop a convincing proposal
- Proposal project specific value engineering exercises
- Initiation and checking of proposal estimates
- Standardization of proposal documents
- Preparation of Bid-/NoBid-decisions and Proposal Approval meetings
- Execution of lessons learnt exercises and lost order analysis to fill product management roadmap and to improve offerings of JV and ITM and Linde in field of GreenH2 / Green Gases
- Compilation of marketing material as needed
- Support on market analysis
- Support of Business Developer for project development during early project phases
- Updating Sales Force on assigned project activities and as per need
- Other tasks as needed

You will join a young company with a start-up mentality in a very dynamic environment, and report directly to the managing director.

The sales and proposal 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:

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- Self-reliance and the drive to go the extra mile in order to win the project
- Customer-orientation with good business acumen
- Effective communication
- Extensive work experience in sales, proposal and project management
- Master's degree in Engineering or combined Engineering and Business Admin
- Experience in cost reduction exercises related to engineering and products / systems
- Fluent in German and English, both verbally and in writing
- Strong negotiation skills
- Willingness to travel as needed
- Basic understanding of process engineering and mechanical engineering and electro-chemical technologies

Did we spark your interest, or you have further questions before you are ready to take the next step?
In any case please contact:

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