

NOTICE OF EMPLOYMENT OPPORTUNITY: DIRECTOR OF SALES AND BUSINESS DEVELOPMENT - NORTH AMERICA

Job Duties	Responsible for the development and implementation strategy for market business development that supports all channels and grows the revenue profitably for meeting the company's overall strategy. Duties: coordinate with individuals to assure all aspects of business growth are being pursued, including working with commercial companies, state and federal agencies and advocacies, and strategic partners; develop and expand new and existing contracts as well as strategies for the current and future fiscal years that align with the company's direction and vision; establish programs and strategies that increase the company's business in the government market; interface with all appropriate internal personnel as needed to ensure contracts and strategies can be implements and complied with; develop and maintain contact level appropriate with Federal/State agencies, as well as outside organizations that can assist in staying current on government developments; develop methodology to allow for strategic approach on opportunities as it relates to the channels; maintain profitability objects and ensure proper expense control measures are utilized in developing opportunities; develops an annual budget; work with appropriate internal personnel to align strategies with support structure; work with marketing (OSP) on leveraging support tools to maximize responses; establish a strong working relationship with appropriate outside organizations that can impact revenue opportunities; provide market data as well as bid analytics.
Minimum Requirements	<ul style="list-style-type: none"> ● 6 years' experience with development, manufacturing, sales, site design and engineering, permitting, and installation of hydrogen fueling and generation facilities, including high pressure fueling systems for light and heavy duty fueling (35MPa and 70MPa) ● 3 years' experience with grant funding identification, development, and solicitation writing ● 3 years' experience with standards and codes for hydrogen facility construction and operation certification and approvals, including for the State of California (including NFPA 2, NFPA 70, California building code, HyStep and SAE J2601, SAE J2719, CSA HGV 4.3, CSA HGV 4.9, NIST and CCR by CDFA-DMS) ● Experience may be gained concurrently ● Permanent U.S. work authorization
Work conditions	Full time, 40 hours per week
Location	Home office (must be located in Maricopa County, AZ)
Direct Inquiries to	Proton Energy Systems, Inc., 10 Technology Drive, Wallingford, CT 06492, Attn: Michelle Rossignol, HR